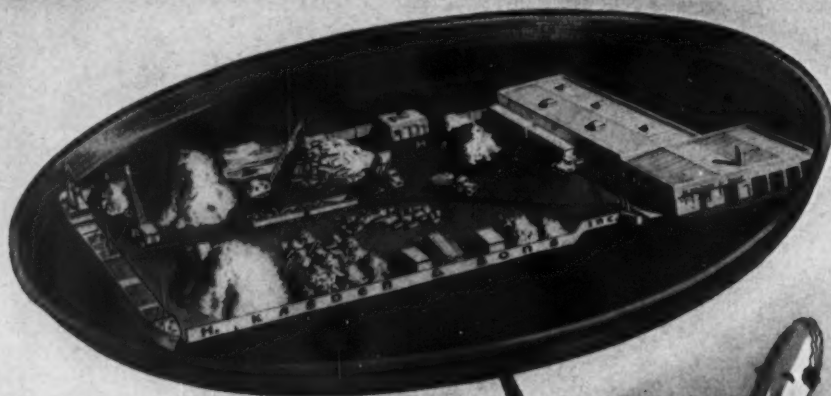




TEACHERS: Please turn to Page 39 for Study Aid Unit

# *Connecticut* **INDUSTRY**

MARCH 1950



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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.  
VOL. 28 - NO. 3 - MARCH 1950

L. M. BINGHAM, Editor

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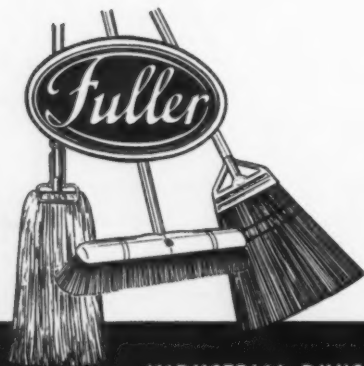


# *This WASHING MACHINE HELPS CLEAN YOUR FLOORS*

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**H**AVE you a major anniversary day at hand? If so, let us help you prepare a suitable memento.



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# Drifting From Freedom To Security?

By E. B. SHAW, Agent,\* American Thread Company, Willimantic

WHEREVER business men congregate, we hear a growing ferment of concern about the way we are drifting.

We are concerned with the loss of human dignity; for our inability to make more explicit our basic beliefs in the freedoms we have been privileged to enjoy. These freedoms are the very things which have brought us to our present degree of prosperity.

To make up for this loss, we are turning toward a search for security through the media of the so-called "Welfare State." At what price? Let us not overlook what would be lost in the process of achieving this "Welfare State." Security is one of the greatest motivating forces in man's nature. The desire for security is as old as man himself. The discovery of fire, the weaving of cloth, the invention of the wheel—all of these things came about because man wanted more security.

Certainly, no one will deny that the quest for security is admirable; but many will take issue with our present-day methods of attaining results. We are approaching, at breakneck speed, a crisis in our search for security. No one questions that we are all against such positive dangers as Communism, but I wonder if we realize, as we drift toward the "Welfare State," how dangerously we are drifting away from what we stand for.

None of us is blameless. The Government grasps power; the business man is complacent; the farmer wants subsidies; and the worker demands more pay and pensions, greater unemployment benefits and old age benefits. We cannot legislate security, we must work for it. You can't get something for nothing. This is as true today as it was the first time it was said.

With our Government already billions of dollars in debt, there is still no sign of a balanced budget; yet our economic planners talk glibly about "Cradle to the Grave Security." Our present plans for a "Welfare State" are closely approaching a Socialistic State. Are we who ask if these plans are financially and actuarially sound, to be called "reactionary" because

we cannot believe that these things lead us to true security? Is our security a theory which man can arrange and rearrange by the trial and error method? Real security depends upon work and a high level of production. American industry has proven that increased production and lower unit costs is the only method by which all can derive greater benefits. This has been achieved in the past only through the aggressive exercise of all our individual freedoms within the framework of protective Government policy.

One of the larger obstacles in preventing society from drifting too far toward a "Welfare State" is the success with which the "Welfare State" is able to meet its promises of security in the early stages, because it has at its disposal the inheritance from the present system. I have previously mentioned that the business man's complacency is a contributing factor in this drifting toward a "Welfare State." Is business management ready to take a stand to provide the kind of leadership called for to attain a society with the proper mixture of security, and freedom to engage in creative activities, to make our own decisions, and to continue to take pride in our own accomplishments; or will some continue to practice complacency, attempt to protect their status quo and thus unintentionally participate in the drift from our present economic security? In any event, the time is bound to come when the going will not be as easy as it has been. In my opinion, the real test is not far off, and business management must be more articulate, more optimistic—stop being defeatists in this ideological conflict.

We are an industrial nation, and the business man will have to assume, like it or not, greater responsibilities than ever before because of his background of past successes in doing his job. His business must, of necessity, be operated competently; his place of business must be a good place in which to work, it must provide on-the-job satisfaction, opportunity for creative effort, and make it possible for all to become part in the larger scheme of things. We must take on our inherent responsibilities for the betterment of our own society, and in so doing overcome this tendency to drift. In this way we can protect our inheritance for those who follow us.

\* The writer of this article, the twelfth in a series of guest editorials, is a director of the Manufacturers' Association of Connecticut.



STUDENTS WERE ASSIGNED TO G. E. specialists in their chosen vocational fields. (Left) Lillian Porter, who dreams of an advertising profession, creates copy and layout as W. F. Dalzell, advertising artist, looks on. Barbara Warren, baked a cake at G. E.'s Consumers' Institute under the supervision of Marjorie Boyts. Charles Schaefer learns about advertising from George B. Park, manager of advertising, Appliance and Merchandise Department.

# YOUTH

## "TAKES OVER" THE BOSSES' JOBS

## AT GENERAL ELECTRIC COMPANY

**Editor's Note.** The success of the "Youth In Industry Day" experiment at General Electric Company, Bridgeport, bids fair toward making it an annual feature event in the company's community relations program. Because the program gives high school students an unusual opportunity to "try their hand" for a day in the vocations of their choice, and further because it may be readily adapted to permit large numbers of students to participate with a number of factories on a community-wide basis, CONNECTICUT INDUSTRY details the essential points in the program in the hope that this new educational technique may be adopted by many other companies, or groups of companies, in all the principal industrial communities of the state. Further details of this program will be furnished upon request by the Manufacturers Association of Connecticut to local associations, local chambers of commerce or individual companies desiring to inaugurate a "Youth In Industry Day" in their communities.

**W**HEN 31 sons and daughters of employees of General Electric Company, all students in Bridgeport high schools, took over (figuratively speaking) the jobs of top management men, supervisors and company specialists at the General Electric plant on December 29, 1949, they began an educational experiment which may have far reaching results not only in "orientation to industry" education for Bridgeport youth, but also for the youth of other

Connecticut communities and those beyond its borders if similar programs are instituted elsewhere.

### The Objective

The program called "Youth In Industry Day" was conceived by General Electric officials as an educational project, in cooperation with local high school authorities, which would give a portion of the youth in the community the opportunity to get some practical experience in the vocation of

their choice and to learn something about how a typical American industry operates. It was believed by General Electric officials that the students participating in "Youth In Industry Day" would: 1. Develop a more informed appreciation of the importance of



STUDENT WORKS MANAGER for the day, Robert Curlee, learns about the details of operating the Bridgeport Works from Works Manager M. W. Reid.





ON HAND TO CONGRATULATE Robert Curlee on his selection as works manager on "Youth In Industry Day" were, left to right: Harmon E. Snoke, executive vice president, The Manufacturers' Association of Bridgeport, L. M. Bingham, secretary, the Manufacturers' Association of Connecticut, M. W. Reid, works manager, Mayor Jasper McLevy, Dean Harry Becker of the University of Bridgeport, and C. M. Lynge, manager of employee and community relations.

American Industry to our way of life. 2. By getting a foretaste of the jobs in its Bridgeport plant, avoid errors in their choice of careers. 3. Achieve a better understanding of the relationship between school and industry by seeing and feeling this relationship in this practical experience. 4. By this first contact, be favorably impressed with industry and thus be influenced to pursue an industrial career. 5. Observe that the dignity of man is fundamental and recognized in the American way of business.

The plan also contemplated that this program should be included as a regular annual feature of the community relations program of the Appliance and Merchandise and Construction Material Departments of the General Electric Company.

### Organization

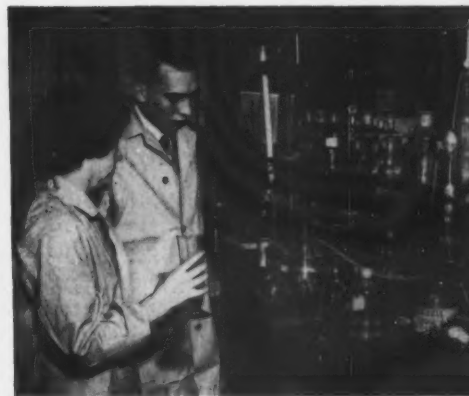
The over-all planning and policy responsibility for the event was entrusted to a committee of General Electric executives who set up an organizational schedule to cover the following steps: 1. Set date for event. 2. Select jobs to be filled, based on brief job descriptions of the positions that could be filled by students. 3. Set release dates for publicity in Works News and/or public press. 4. Select committee responsible for carrying out details of the event. 5. Draw up rules and

regulations governing the selection of students. 6. Provide souvenirs of visit—pencils, a package of General Electric pamphlets, etc. 7. Furnish large identifying badges to include student's name, job and "G. E. Youth In Industry Day." 8. Provide suitable awards for contest winners.

### Handling the Event

Because it appeared to be impossible to conduct a worthwhile program in one plant for the large number of students in Bridgeport's high schools, it was decided to limit participants to the high-school age children of General Electric employees who were sufficiently interested to enter an essay contest by writing an essay on "What I Would Like to Do in Industry When I Graduate." Following an entry deadline date, a committee of judges selected the three prize winning entries and the students who would fill specific jobs at the plant on "Youth In Industry Day." A letter was then mailed over the signature of the Works Manager informing the selected candidates of the time and place they would meet at the plant.

In order to effect better control of the visiting students and to insure that their day would be most instructive, each student was assigned to an expert in the field of his choice who was his "host" for the day. Employees ac-



MYSTERIES OF CHEMISTRY, metallurgy and other phases of the Works Laboratory were unveiled for Frank D. Popp, who aspires to be a chemist.



THIS MODEL KITCHEN was designed, developed and photographed by Pauline Pjura, under the guidance of Robert Stork, Home Bureau.



DONALD WAKELEY, interested in plant protection, donned guard's outfit. Chief Roland Lambert points out plant's alarm system.



ing in this capacity were properly instructed as to the purpose of the event and how they should treat their "guests." In addition, specific suggestions were offered for making the student's day more enjoyable and profitable.

### Student's-Eye View of Day's Events

As an indication of what occurred during the morning and afternoon sessions of the program we give you a "student's-eye view" as seen by George Bailey, a senior at Harding High School, and son of James Bailey, mechanical engineer, A & M Department, who served as industrial journalist for

particular type of work he or she is interested in. For example, in the Advertising Department, Elizabeth Bojnec, Lillian Porter and Charles Schaefer worked out plans for a folder on the G-E iron, a window poster on clocks, and a billboard poster on refrigerators, under the direction of H. R. Smith, Supervisor of Media and Advertising Marketing Research. In the Home Bureau, Pauline Pjura, a senior in the Interior Designing School of Pratt Institute, designed, developed and photographed a kitchen of her own tastes.

"The Works Manager for the day was Robert Curlee, seventeen-year-old Roger Ludlowe High School senior,

Levy and C. M. Lynge, Manager of Employee and Community Relations. Guests present included Leslie M. Bingham, of the Manufacturers' Association of Connecticut; Dean Harry Becker of the University of Bridgeport; and Harmon E. Snoke, Executive Vice-President of the Bridgeport Manufacturers' Association.

"A transcribed radio broadcast was conducted at the luncheon by 'Bill' Elliott of radio station WLIZ, in which he interviewed officials of the Company and guests. The program was broadcast the following morning at 8:45 A. M. Another radio program of the same nature was broadcast over WNAB at 1:45 P. M.

"After luncheon, the young people returned to their 'work,' and at 3:00 P. M. reconvened at the Consumers' Institute for a special showing of the film, 'By Their Works,' a color sound motion picture of the plants, offices and research laboratories of the General Electric Company throughout the country. At this time, also, they reported on their experiences during the day with their sponsors, each one a specialist in his field.

"Then came the moment of the announcement of the prizes and those whose letters of application had been judged the best. The first prize, which was a portable radio, went to Robert Curlee; second prize, a clock radio, to Carol Ann Vigeant; and the third prize, a photographic light meter, to Charles Schaefer.

"Following the awarding of prizes, the high school boys and girls unanimously adopted a resolution expressing their appreciation to the management of General Electric for making the program possible and urging that a program of this kind be made an annual affair.

"Through this opportunity, many young people gained an insight into their future life's work, its problems and its rewards. Many will go on into their chosen fields with the valuable knowledge that they have taken part in this program for a definite purpose—that of becoming more fully equipped to take their place in the world of industry. This 'Youth In Industry Day' program, planned by the General Electric Company in Bridgeport, will be the stepping-stone for many young people into industry, especially if it becomes an annual pro-

(Continued on page 52)



STUDENTS ASSEMBLED at Consumers' Institute where they were greeted by M. W. Reid, works manager, given identification badges and souvenir pencils, and assigned to their "hosts" for the day.

the day. His description follows in part:

"The program began at 9:00 A. M. on Thursday when we reported at the Consumers' Institute, were assigned to our sponsors for the day, and were welcomed officially by M. W. Reid, the Works Manager.

"In his welcoming talk, Mr. Reid spoke of the Bridgeport Works in its operations, functions, personnel and relations with other General Electric plants throughout the country. He urged each student present to ask as many questions as possible during the day and stressed that each attempt to understand why 'manufacturing is the basis of all community life in the country.'

"The morning was spent by each person with his sponsor going over the

son of Neil Curlee, a G-E Planning Engineer. Young Curlee, like all the rest of us, had been selected by a committee of judges for the job on the basis of a letter written to the General Electric Works News.

"In heading up the Bridgeport Plant as Works Manager for the day, Bob Curlee worked shoulder to shoulder with Mr. Reid, and had the unique distinction of sitting in on a union-management meeting, in addition to learning all the responsibilities of the manager's job, inspecting various operations and learning about organizational procedures and administration work.

"Following the morning program, the student-managers had luncheon in the plant cafeteria, and were addressed briefly by Mr. Reid, Mayor Jasper Mc-

# New Haven YMCA Junior College Meets Need For Cooperative Education

CONNECTICUT'S number one problem in 1949 was the threat of recession and consequent unemployment—and this year's high school graduate is already feeling the effects.

With his future in the balance, he wonders what his job chances are even as he faces the question of how his parents can afford to send him to college. His future is a challenge to industrial Connecticut—and, in the New Haven area, his problems are being met by cooperative planning among industrialists, high school counselors and the community college.

At a regular meeting with representatives of business and industry last Spring, staff members of the New Haven YMCA Junior College asked a major question: "What can we, as a community college, do that we are not already doing?"

The answer came spontaneously: "Offer a cooperative program."

Cooperative education, a program of fulltime work and studies, was originated by the University of Cincinnati and developed by Antioch College, Northeastern, M.I.T., Fenn College, Rochester Institute of Technology, and many others. Periods of study are alternated with periods of work. Two students fill one training job in a cooperating company, one working fulltime while the other studies fulltime. Each student is able to relate theory with practical experience on a definitely outlined basis planned cooperatively by each cooperating company to assist in this program. Meanwhile, he earns considerably more than the cost of his full tuition.

College staff members had already been investigating the possibilities of such a program—but not through some telepathic hook-up. The idea had come from an entirely different source at an earlier spring meeting.

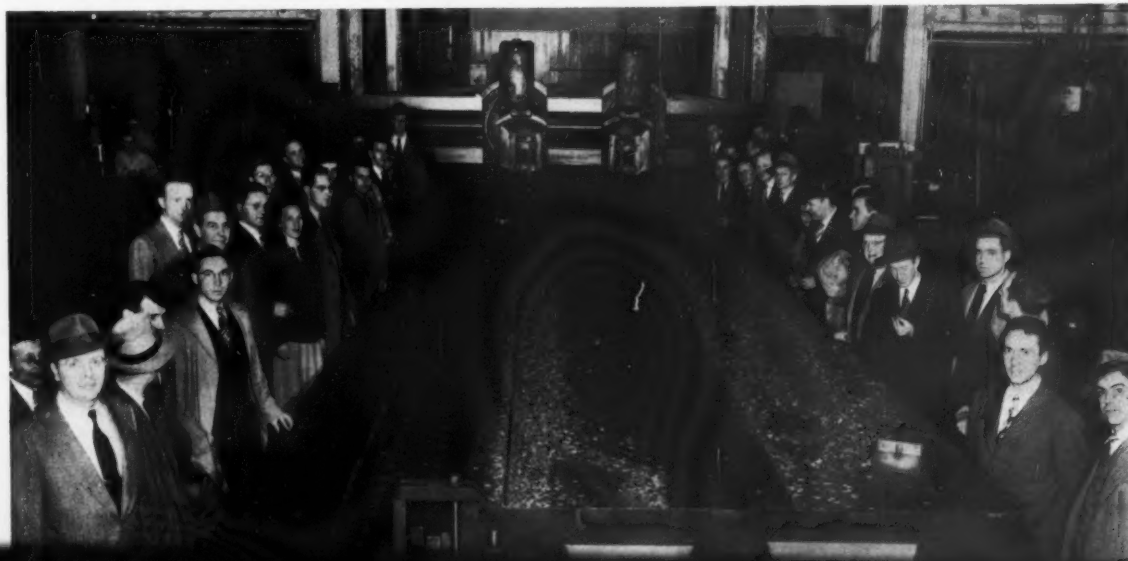


STRATHCONA HALL is one of the ten Yale buildings which the University has granted for use by the New Haven YMCA Junior College as a service to the New Haven community.

## Counselors State Case

It was at the College's conference with high school counselors that the counselors had laid it on the line. "More and more high school graduates want to go to college," one counselor said, "but their parents are less able to afford to support them for another four years and to pay large

EVEN AFTER GRADUATION, education goes on. Alumni and students get together frequently for special lectures and discussion groups and for visits to companies throughout the area for a behind-scenes picture of what makes Connecticut industry tick. Below, students and alumni watch machines in action at the Farrel-Birmingham Company, of Ansonia.





**COOPERATIVE EDUCATION**, a college program of alternating full-time periods of study and of employment, meets the challenge of the 1950 high school graduate. Ira G. Hubbell (above) of Woodbridge, engineering student at New Haven YMCA Junior College, is pictured at his engineering job at the Southern New England Telephone Company, and at his studies in the college library. His program is the result of cooperative planning by representatives of Connecticut business and industry, high school counselors, and the community college.

tuitions." Work opportunities for high school graduates have declined with their parents' incomes. In fact, some of the larger companies in the area whose turnover is slow have found it necessary to stop hiring high school graduates.

Then the problem was handed over

to the community college. "You are in a position to do something about it," YMCA Junior College representatives were told. "As a service to the New Haven community, Yale has given you the largest and best facilities in the State. Your years of experience with business and industry in the area

give you an advantage in working out a solution with them in this problem of finding job opportunities for high school graduates."

The answer? Cooperative education.

But it was not a matter of "passing the buck." The high school counselors agreed that they would cooperate with such a program by helping the junior college select the most qualified high school graduates, those who are best able to profit from a cooperative program.

### **Business and Industry Leaders Help Plan Program**

The New Haven YMCA Junior College had agreed to investigate. This was only a few weeks before the representatives of business and industry, appointed by various companies to help the College plan an educational program to meet industrial needs, offered the same suggestion. It was at this second meeting that industry's problems were presented to complete the pattern of economic decline.

Within the area there has been a growing trend toward providing greater security for employees, "promoting from within" the company, which has been recognized by most executives as a worthy plan. But it presents two difficulties: The younger people must be laid off first; yet, in order to qualify for positions of greater responsibility prior to retirements, one



**COORDINATOR'S MANUAL**, a publication of the Employee Training Agreement Program at the New Haven YMCA Junior College, tells the story of the cooperation between the college and industries in the New Haven area. Pictured here are (left) Harold W. Schaughency, industrial coordinator, and Dr. Lawrence L. Bethel, director, both of the college staff, and (standing) D. K. Willers, assistant to the works manager at Winchester Repeating Arms Company, and (right) Roland N. Calkins, personnel supervisor for training at the Southern New England Telephone Company, who, with representatives of some 350 industries in the area, act as coordinators to assist the College in planning educational programs for employee-students.

(Continued on page 36)

# Association Members Get Big Dividend Under Group Life Plan

**Experience rating pattern established under Plan for Supervisory Personnel of Association Members supports original claims of economy in Plans Method of Underwriting and Administration.**

**T**HE cash refund made in the last quarter of 1949 to the 143 employers who participated in the Association's Group Life Plan during the policy year ending July 1, 1949 was \$8.00 per \$1,000 of insurance in force.

This meant that a total of \$132,676 was distributed to offset the premiums paid by members during the last completed year, and brought the total of rate credits paid during the five year period since the effective date of the Plan July 1, 1944 to \$257,829. In addition, another \$131,500 was paid during the past policy year to beneficiaries of deceased employees, increasing the total death claim figure for the same five year period to \$563,250.

In appraising the extent of the past year's refund of \$8.00 per \$1,000 of insurance, it should be noted that the standard insurance company schedule of rates for Group Life Insurance ranges from \$6.43 annually per thousand at age 30 to \$10.02 at age 45, and \$43.83 at age 65.

## Advance Discount

In conjunction with the retroactive credit previously mentioned, rates have been reduced by \$2.00 per thousand of insurance for the policy year which began July 1, 1949, and necessary cash adjustments have been made to members who had already paid premiums applying to the new policy year at the old rates. In effect, therefore, a total cash adjustment of \$10.00 per \$1,000 of insurance in force could be applied by participating members to the cost of this insurance during the last policy period.


The advance discount applies not only to employers now participating but also will apply to new member employers who insure under the Plan in the future. At the end of the current policy year July 1, 1950, the ex-

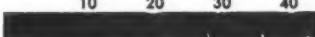
perience will again be reviewed by the insurer, in order to determine what additional retroactive return may be made at that time.


## MAC GROUP LIFE PLAN

POLICY YEAR FROM 7-1-48 TO 7-1-49

Average Size Policy \$4472—Average Advance Premium Per \$1000—\$18.19

Dollars Per Year	10	20	30	40	50	60	70	80
Average Gross Premium Per Individual								
	\$81.36							

	10	20	30	40
Average Net Premium Per Individual After "Dividend" of \$8 Per \$1000				
	\$45.60			

	10
Average Employer Cost Per Individual on Contributory Cases (at \$7.20 Per \$1000)	
	\$13.41

- The average age of the individuals insured was 45
- Insurance on employees under age 37 was free
- On contributory cases employer shared cost on employees age 51 and over only
- 70% of the accounts in force were employer pay all

## The Schedule

The amounts of insurance for which

employees may be insured under the Plan are determined in accordance with the following schedule—

Annual Salary	Salary Class	Amount of Insurance
Employees whose salary is \$1,500 but less than \$2,500	A	\$1,500
2,500	B	2,500
5,000	C	5,000
7,500	D	7,500
10,000 and over	E	10,000

The insurance benefits may be offered to eligible employees on an employer-pay-all or contributory basis. In the latter case the contribution by employees for the insurance is limited to the standard maximum of \$.60 per

month per \$1,000. On contributory cases the usual requirement that 75% of the eligible employees enroll applies.

## Its Objective

When originally adopted in July,



1944, the immediate purpose of this special supplemental insurance was to afford Connecticut Manufacturers an opportunity to recognize, in some measure, the services of loyal key and supervisory employees, whose compensation had otherwise been limited by wartime wage stabilization legislation.

Beyond this immediate objective, the employers who originally enrolled in the plan consciously assumed a certain responsibility in making available to this supervisory class of employees the increased amounts of low cost non-medical insurance protection which they as a class generally require, and in most cases strongly desire. These increased amounts were in relatively few cases available under independent group plans, because of underwriting limitations.

Present day inflated conditions, accompanied by high taxes and the threat of even higher taxes in the future, have seriously menaced the financial security of many salaried employees. Consequent reduction in net income has resulted in drastic curtailments of savings programs and life insurance purchases, and has made it impossible for such employees to provide adequate protection for their dependents.

Proof of the demand for such a schedule of insurance as offered under the Supplemental Association Plan has been found in its enthusiastic reception by individual employees wherever offered on a contributory basis.

#### **Method of Underwriting Different**

The question has frequently been asked by employers—"What advantage does the plan of insurance sponsored by our Association have over any similar plan of Group Life Insurance independently available to us, or developed from coverage already carried by us?"

The answer to the question lies in the underwriting *method* and the extent of its growth since 1944. The method of underwriting utilized a system which, while quite unusual in 1944, has since been adopted successfully by many other Associations of employers in other States, and in other industries.

In this case membership in the Manufacturers' Association of Connecticut constituted a sufficiently close relationship for the insuring company to consider a *single contract* covering a class of employees common to all mem-

bers (namely supervisory employees), the contract to be with the incorporated Association. The various employers desiring to participate in the plan would be treated as separate accounts under the one contract.

The collective administration and spread of risk given the insuring company under this method of underwriting determine such advantages as hereafter outlined.

#### **Higher Individual Limits**

One immediate advantage to this type of combined underwriting lies in the more substantial amounts of insurance permitted thereby. It is well known that unlike individual forms of insurance, group insurance disregards medical or other uninsurability. Most insurance companies underwriting sound plans of group insurance, however, have definite requirements as to the maximum amount of benefits for which an individual or class of individuals may be insured under one plan.

In a recent survey of 309 standard Group Life Plans in effect in Connecticut, only 46 involved groups large enough to develop sufficient volume for a \$10,000 maximum on a top class, whereas today many of our large nation-wide companies are making available up to \$20,000 or more of Group Life for their supervisory and higher paid salaried personnel.

By underwriting insurance on all supervisory employees in Connecticut industry under a single contract, regardless of location or employer, the problem of maximums is overcome. Under this plan, it is therefore possible to relate amounts of insurance to an employee's earnings or occupation, rather than to limit them to the size of the firm by which he is employed.

#### **Lower Net Cost**

The most important advantage of Association or Trust type plans is in the effect of this method of underwriting and administration on the ultimate cost of the insurance to the participating members. This is simply described as the reduction of unit expense and reserve requirements by combined purchase.

Although the initial rates of all major companies writing Group Life Insurance are virtually the same, and these rates will apply initially to all groups regardless of size, the subsequent "experience rating" of each group risk by the insurer will deter-

mine rate adjustments which normally favor the larger groups. It is the administrative economies and spread of risk possible in these larger groups which permit the insuring company greater latitude in determining experience credits in years when the mortality is favorable.

#### **Adaptation to Existing Plans**

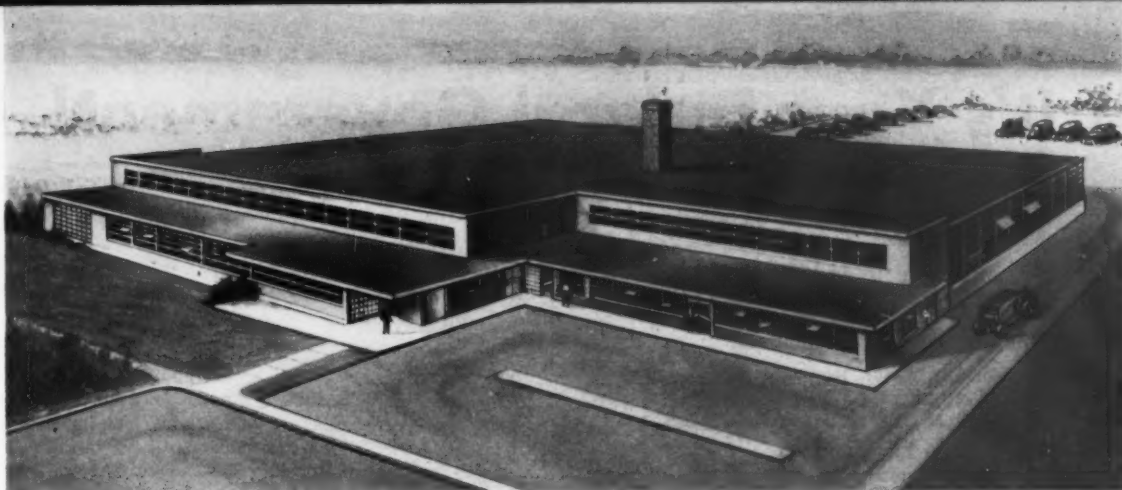
A further refinement of the cost savings possible through the use of the Association Life Plan can be found in its adaptation to existing individual plans of Group Insurance and the possible effect thereby on the ultimate cost of a firm's overall Group Program.

Larger organizations, whose existing plan of group insurance might have produced sufficient volume to incorporate a schedule of benefits similar to that of the Association plan with a \$10,000 maximum, can avoid subjecting their own plan to the fluctuating loss ratios and increased reserve requirements of a top heavy schedule. Instead, the higher amounts of Life Insurance may be absorbed under the Association's Plan, wherein acquisition costs have already been written off, reserve requirements have already been established and the administrative economies and mortality spread of a group of nearly 3,500 lives, and over \$16,000,000 of insurance prevail.

#### **Promotion of Plan**

Although the Association's plan of Group Life Insurance has achieved remarkable growth since its inception in 1944, because of its special nature, promotion of its sale in Connecticut has been limited to periodic mail publicity by the Association itself and limited personal contacts by a few of the insurance company's salaried representatives. It is desired to continue to maintain a low level of sales expense on the policy in the future. However, it should be understood that facilities of The Travelers staff for personal discussion of the plan's details are in no way denied those employers in the State to whom further information will be of interest. Your inquiry may be directed to The Manufacturers' Association of Connecticut, Inc., 436 Capitol Avenue, Hartford—attention of Mr. Arthur L. Woods, or to The Travelers Insurance Company, 163 Asylum Street, Hartford, attention of Mr. James G. Batterson or Mr. G. W. Cheney, Jr.





THIS MODERN BUILDING, now under construction in Wethersfield, will be occupied by The Taylor & Greenough Co., The Watson Cheney Photo-Engraving Co. and Arrow Commercial Photo Service. Architect is Irving W. Rutherford and general contractor is G. Cudemo, Inc., both of Hartford.

## Three Graphic Arts Firms to Locate in New Wethersfield Advertising and Printing Crafts Building

CONSTRUCTION of an advertising and printing crafts building has been started in Wethersfield by The Taylor and Greenough Co., presently of 74 Union Place, Hartford. The plant, which will provide general office space and facilities for the production of advertising printing, photo-engraving and commercial photography, is to be built at an estimated cost of \$130,000 to \$150,000 and will provide employment for over fifty. Location of the building is on Beaver Road, a new street off Silas Deane Highway opposite Corpus Christi Church and Wethersfield High School.

According to company officials, Wethersfield was selected because of its central location in a non-congested area, and the proximity of convenient residential and shopping facilities.

Incorporating the latest developments in design and construction, the structure will provide 16,500 square feet of space on one floor. Use of fire-proof materials, mechanical loading and unloading equipment, large window areas, wood block flooring and lounge, recreation and conference rooms are features which make the building one of the most modern in the greater Hartford area. Ample off-the-street parking is being provided for employees and customers.

The main section will be occupied by Taylor & Greenough Co. specialists in the design and production of printed sales literature and related sales promotion items. According to F. M. Taylor, president, his company will install improved composing and bindery equipment as well as new presses for higher speed production of quality printing. Emphasis will be placed on multi-color printing used in selling the products and services of Connecticut business and industrial firms.

Other firms to occupy the new graphic arts center will be the Watson Cheney Photo-Engraving Co. and Arrow Commercial Photo Service, both of Hartford. Each of these businesses is independently owned and operated. It is expected that other allied graphic arts services will join the group in the near future rounding out one of the most complete sales and advertising services in New England.

The Taylor & Greenough Co. was organized nearly 40 years ago in 1911 by Mr. Taylor of Wethersfield and the late Samuel O. Greenough of Hartford to provide a complete sales promotion service. William R. Greenough also of Wethersfield, son of the founder, has been associated with the firm for over 20 years and serves as its secretary and treasurer. Other officials are Ray W.

Bidwell, Andover, vice-president; William E. McGann, West Hartford, assistant treasurer; and Joseph M. Burke, Hartford, art director and assistant secretary. In addition to printing, the Taylor and Greenough Co. offers design, layout, art and copy services as well as packaging and mailing assistance.

The Watson Cheney Photo-Engraving Co. was started in 1939 to produce high quality line etchings, halftone engravings and color plates. During the past several years, the company has also entered the color process engraving field. Employment is provided for twenty-nine individuals including technicians, journeymen and registered apprentices. The company, known as one of the most progressive photoengraving houses in the country, utilizes the latest methods and equipment and carries on a continuous research and experimental program. Officers are C. Watson Cheney, president, Denis F. Farnell, vice-president in charge of sales, George J. McGinn, secretary and Oscar C. Soderquist, treasurer.

Principal of the Arrow Commercial Photo Service is Vernon Sicilia of Granby. All types of photography are offered including black and white, color, motion pictures and 35 mm slides.

# It's Your Federal Government!

By ROBERT L. JOHNSON, *President, Temple University, and Chairman, Citizens Committee for the Hoover Report*

THIS IS No. 1 of a series of three brief articles about how our Federal government conducts business and spends your money.

## 1. The World's Worst Businessman

**H**ow long would your company stay in business if it lost money and ran into debt year after year? For that matter how long could you run your own home if you spent \$10 to go to the store to buy one dollar's worth of goods?

On any such basis, you'd soon be out of a job—and a home.

Year after year the federal government loses money. It spends, literally, more than \$10 filling out forms to place a single purchase order. And half the things it buys cost less than \$10.

Uncle Sam is just about the world's worst manager. He owns \$29 billions worth of goods, including a million automobiles, and has no clear account of where they are or what they are. Some of his departments are stocked up 50 years ahead on simple supplies.

He borrows money from himself and pays interest on it. He maintains enough records and documents—mostly worthless—to fill six Pentagon Buildings. He keeps seven different sets of books. Neither his books nor his budget give any real notion of the financial score. The Post Office, for example, has to wait eight months to find out exactly how much money it has lost. This year it will lose about \$500 millions. This is more than the cost of the whole government 50 years ago.

If you're an ex-serviceman you saw money thrown around in wartime just as I did. In war some extravagance is unavoidable. But in *peacetime* the Army asked funds for houses in Alaska at \$58,000 per house, and for 829,000 tropical uniforms at \$129 apiece.

These are just a few examples from the Report of the Commission on Organization of the Executive Branch of the Government.

It all began because Congress, President Truman, and the public saw real danger in government duplication, lack of organization, and waste. In July, 1947, Congress created the Commission with six leading Democrats

and six outstanding Republicans as members. At President Truman's suggestion, former President Herbert Hoover was named chairman and Secretary of State Dean Acheson vice chairman.

The Commission put 300 experts to work digging up facts. Nobody was mad at anybody. Everybody wanted to get at the truth. After months of hard study resulting in two million words of facts and figures, the Commission reported to Congress that bad organization and outmoded methods are laying a heavy toll on the nation. At least \$3 billions and, I think, \$4 billions a year can be saved without cutting government services.

You and I are citizens. We pay taxes. We'd better have a good look at our government before it gets too big for us to understand and too costly for us to support. If that should happen the government will no longer work for us; we will work for it. Many free peoples in history have lost their freedom in that fashion.

Put it another way: We now pay in federal taxes \$300 a year per person, over \$1,000 per year per family. We pay income taxes which we can see, and other taxes which we can't see:—60% on cigarettes, 25% on such things as cameras, 20% on light bulbs, cosmetics, luggage and so forth; 15% on travel and telephone calls. We pay taxes upon taxes in the cost of everything we eat, wear, and use.

We carry a big load of debt—\$7,000 per average family. This isn't pie in the sky. It is my promise to pay—and yours—as real as any grocery bill. We pay interest, at the rate of \$150 per family per year, on that debt.

Let us look facts in the eye: The purchasing power of your dollar and the living standards of your family are undermined by useless federal expenditures. Your dollar is worth only half what it was ten years ago, and taxes are a major reason. At the present pace it may soon be worth much less than that.

What to do about it? In the last analysis it's your government! Its actions are your actions. You have a vote in its management—not once every four years, once every two years, nor once a year, but *once a day*. You can express yourself in favor of "better government at a better price." But you must, first of all, understand the problem.

In the next article in this series I'd like to tell you more about the necessity for government reorganization. Meanwhile let's remember what Mr. Hoover said on his birthday: "If the people are to run the government, it is the people who must think."

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**Editor's Note:** Besides being the "world's worst business man" when it comes to spending our tax dollars efficiently to buy the ordinary "run-of-mine" supplies, your Federal Government under the management of the so-called Economic Planners, (Socialists — American style) elected and appointed, are gradually installing a system of compulsory, government guaranteed security—a partial return to the old slave labor laws of Georgia that guaranteed to all slaves "the right to food and raiment, to kind attention when sick, to maintenance in old age." The arguments in defense of the Welfare State are almost identical to those used to defend the enslavement of the Negro. The slave holder believed that the slaves were dumb and ignorant and would starve without welfare guarantees by their masters. The Welfare State planners are crediting the American people with the same ignorance when they defend their actions by saying, "Are you in favor of letting people starve?"

# Commercial Arbitration

By H. F. BEEBE

**THIS IS the sixteenth in a continuing series of articles which outline the procedures necessary to the conduct of export trade.**

**I**N considering any proposal or program several aspects must be considered, viz.—what advantages does it offer, how does it operate, what is it necessary to do to put it in operation and what does it cost.

The advantages of arbitration of disputes are many and are especially important to the exporter in the saving of time, expense and, not the least important, the goodwill of the other party to the controversy.

Cancellations of orders, claims for defective goods or shipments often lead to expensive litigation and ill feeling which could be avoided by submitting the matter to arbitration.

To be certain in advance that any dispute will be submitted to arbitration, it is necessary to include an arbitration clause in your contract or agreement. If this is not done it is necessary to get both parties to the controversy to agree to arbitration after the dispute has taken place.

The American Arbitration Association of 9 Rockefeller Plaza, New York City is a nonprofit organization for promoting the knowledge and use of voluntary arbitration of disputes. Touching the rules and regulations of the Association, full information can be obtained by writing direct. With the purpose in view of a brief sketch of the procedures, selections from the Association's publication are copied verbatim.

The procedure for starting arbitration of a dispute depends upon whether or not your contract contains an arbitration clause. It is not necessary to be a member of the Association to avail yourself of its services. If your contract does not contain an arbitration clause the following form is recommended:

"We, the undersigned parties, hereby agree to submit to arbitration under the Commercial Arbitration Rules of the American Arbitration Association the following controversy: (cite briefly). We further agree that the above controversy be



H. F. BEEBE

submitted to (one) or (three) Arbitrators selected from the panels of Arbitrators of the American Arbitration Association. We further agree that we will faithfully observe this agreement and the Rules and that we will abide by and perform any award rendered pursuant to this agreement and that a judgment of the Court having jurisdiction may be entered upon the award."

For the arbitration of future disputes:—

The American Arbitration Association recommends the following arbitration clause for insertion in all commercial contracts:

## STANDARD ARBITRATION CLAUSE

"Any controversy or claim arising out of or relating to this contract, or the breach thereof, shall be settled by arbitration, in accordance with the Rules of the American Arbitration Association, and judgment upon the award rendered may be entered in any Court having jurisdiction thereof."

Under this clause the contracting parties determine the place where the arbitration is to be held; or upon their failure to agree, the Arbitration Committee of the Association has authority to determine the locale of the arbitration.

The Inter-American Commercial Arbitration Commission affiliated with the Association recommends the following standard clause to inter-American traders:

"Any controversy or claim arising out of or relating to this contract or the breach thereof, shall be settled by arbitration, in accordance with the Rules of the Inter-American Commercial Arbitration Commission. This agreement shall be enforceable and judgment upon any award rendered by all or a majority of the arbitrators may be entered in any court having jurisdiction. The arbitration shall be held in ..... or wherever jurisdiction may be obtained over the parties."

Outside the Western Hemisphere, in view of different legal requirements in foreign countries, the Association suggests, before adopting the following clause, that contracting parties consult the Association with respect to any country where the arbitration is likely to be held:

"Any controversy or claim arising out of or relating to this contract, or the breach thereof, shall be settled by arbitration in accordance with the Rules of the American Arbitration Association or such other Rules as it may designate. The Association is hereby authorized to make arrangements for this arbitration to be held under such Rules in any locality or territory agreed upon by the parties or, failing such agreement, as designated by the Association. This agreement shall be enforceable and judgment upon any award rendered by all or a majority of the arbitrators may be entered in any court of any country having jurisdiction."

One of the contracting parties using this clause should be an American. The Association does not undertake to provide any facilities or services for trade disputants of other countries when American trade interests are not involved.

(Continued on page 33)



## ARE THEY GETTING THE FACTS?

Did you ever stop to think that there never has been—and probably never will be—another country just like America, or as great as America? And have you ever noticed that—even here—there is seldom agreement as to *why* America is great? What is the answer?

The answer seems to be that *no one quality* ever completely describes or defines America. We're great because we enjoy the most unique *combination* of those qualities which keep a nation strong and productive of any country on earth. An inherent seeking after truth in all things is one of these qualities!

To keep America great, there are many things which need to be done—and industry should be in the forefront of this *doing*. There's youth leadership, and guidance,

for instance. We, at General Electric, are helping to prepare America's future by encouraging our people to give time and talent to organizations such as Boy and Girl Scouts and to Junior Achievement. How better to make known the magnificent story of business and industry than by *example* and by enlightened *support* of these *leaders of tomorrow*?

If our children are brought up right in the homes, the schools and in the churches, they'll make better adults. If they're shown that the pyramid of America's greatness and strength rests upon her ability to produce, they'll make happier citizens, more informed and better Americans.

It's our job to make the truth known. And it's yours, too!

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# NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**CONNECTICUT MECHANICAL INDUSTRIES, INC.**, Hartford, has recently absorbed two of the corporation's seven companies, the Argus Engineering Company of Hartford and the Cooperative Tool Company of New Britain.

Charles W. Neumann, vice president and treasurer of CMI revealed that the move was made in order to form a central operating organization for greater efficiency and service. "Under the new set-up," Mr. Neumann said, "the Argus Engineering Company will continue to operate under its present management as a division of the corporation. The skilled personnel and the precision tool room equipment of the Cooperative Tool Company have been transferred to other shops and the remainder liquidated."

The other companies affiliated with the corporation are: The Swan Tool Company, Arrow Tool Company, Grandahl Tool and Machine Company, Johns-Hartford Tool Company, all of Hartford; and the Lake Manufacturing Company of New Britain.

★ ★ ★

**THE HARTFORD JUNIOR CHAMBER OF COMMERCE** award as "The Outstanding Young Man of

1949" was bestowed upon Ellsworth S. Grant recently at the Chamber's founders' day banquet at Hotel Bond.

Mr. Grant, a graduate of Harvard University, is active in many community and industrial organizations. Vice president in charge of industrial relations of the Allen Manufacturing Company, he is a member of the board of governors of the Kingswood School, and a director of the YMCA. He is a member of the Industrial Relations Society of Hartford and has done work in furthering inter-race relations in the city. The award was presented by Mayor Cyril Coleman of Hartford.

★ ★ ★

**THE SERVICES OF A SPEAKER'S BUREAU** have just been offered to civic and social organizations in the New Haven area by the Manufacturers' Association of New Haven County.

A. C. Gilbert, Jr., chairman of the bureau, has announced that the group numbers 20 active members, all of whom are well trained in public speaking. The bureau has been launched to acquaint the public with the number and type of industries in the New Haven area, the manner in which they function, and the importance of the contribution of those industries to both the economic and social life of the community.

## The Cover



THIS month's cover photo by Josef Scaylea shows little girl gathering maple sap at Gilead, Connecticut.

A brochure outlining the subjects discussed by the speakers will soon be published. Organizations interested in obtaining speakers should contact Robert A. Knight, secretary of the Manufacturers' Association.

★ ★ ★

**THE "WIREMOLD BUSINESS BUILDER"** is an interesting four-page publication of The Wiremold Company, Hartford, which has recently been revived. In his editorial in the first issue President D. Hayes Murphy explained that WBB will be published about six times a year—"but never unless we have something to say that will be sure-fire help to you."

The magazine is designed to keep Wiremold dealers and customers up-to-date on the latest improvements and additions to the Wiremold line and will show new and novel applications, tricks, and trade secrets to help them build their business with Wiremold.

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THOMAS I. S. BOAK

THOMAS I. S. BOAK, works manager of the Winchester Repeating Arms Co., division of Olin Industries, Inc. for the past 17 years; has recently resigned from that position.

Prior to joining the Winchester staff he was works manager of Gould's Pumps, Inc., at Seneca Falls, N. Y., and factory engineer, Western Electric Company, New York City.

Mr. Boak directed Winchester's wartime production for World War II of almost 1,500,000 small arms and over four billion rounds of small arms ammunition. He directed production of the Winchester-designed U. S. Carbine M1 of which the New Haven plant manufactured almost a million.

He gained national recognition for rapid reconversion of Winchester to peacetime production following World War II, within a period of two weeks. A director of the National Association of Manufacturers, he is chairman for the State of Connecticut on the Committee for Economic Development and a former trustee of Cornell University. He is chairman of the fund-raising committee of the Grace-New Haven Community Hospital; treasurer of the Connecticut branch of the National Metal Trades Association; and a director of the New Haven Chamber of Commerce.

A native of Ellery, New York, Mr. Boak was graduated from Cornell University in 1914 with a mechanical engineer's degree.

★ ★ ★

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ment Commission has recently appointed Charles Edward Smith, vice president of the New Haven Railroad, as vice chairman of the commission, succeeding Willard B. Rogers, president of the Bond Hotels, Hartford.

Mr. Smith was one of the original members of the State Publicity Commission, and the State Development Commission, receiving his first appointment in 1939 from then-Governor Baldwin. He now serves as chairman of the commission's Research and Planning Committee and also as chairman of the Foreign Trade Committee.

A graduate of the Massachusetts Institute of Technology with a bachelor of science degree in civil engineering, Mr. Smith began his railroad career in 1897 in the engineering department of the New Haven Railroad. He became vice president of the New Haven in 1928.

★ ★ ★

**AN "INDUSTRIAL EDUCATION DAY"** in the Meriden-Wallingford area, when schools will be dismissed to allow teachers to spend the day touring local factories and becoming familiar with the industrial life of the community, is being planned by the Meriden Manufacturers' Association and Meriden and Wallingford school officials. The date set is May 17.

Special tours of area factories, to be conducted by top company officers, will be arranged by the Association. The teachers, after assembling for orientation, will be divided into groups, each of which will be the guests of a specific factory during the day.

Each of the groups will be given an overall picture of the firm's history, policies, problems and products, and will explore the various aspects of

business, such as profit sharing and personnel policies.

William J. Wilcox, secretary of the Meriden Manufacturers' Association, has announced the names of two businessmen who will serve as chairmen of the industrial committee planning the event.

MacRae H. Curtis, superintendent of the Charles Parker Company, will head the Meriden committee and Warren L. Mottram, industrial relations manager of R. Wallace & Sons Manufacturing Company will be chairman of the Wallingford committee. The date on which the tours will take place has not yet been determined.

★ ★ ★

**ROY A. PLAYDON**, general superintendent of Hockanum Mills, M. T. Stevens & Sons Company, Rockville, since 1947, has recently joined the management staff of the company at North Andover, Massachusetts.

He joined the firm in 1932 as superintendent of the Springville Mill, and the following year was appointed yarn and wool buyer for the company. In 1934 he became assistant general superintendent of the Hockanum Mills Division.

Walter L. Goddard will succeed Mr. Playdon at the Rockville plant. He started his career with Walworth Bros. Manufacturing Company in Lawrence, Massachusetts, after completing his studies at Lowell Textile Institute. For a number of years he was superintendent at Lorraine Manufacturing Company in Pawtucket, and later served as manager of Payton Manufacturing Company in Sherbrooke, Quebec, Canada. Several months ago he became assistant resident agent of Ayer Mills, American Woolen Company, Lawrence.



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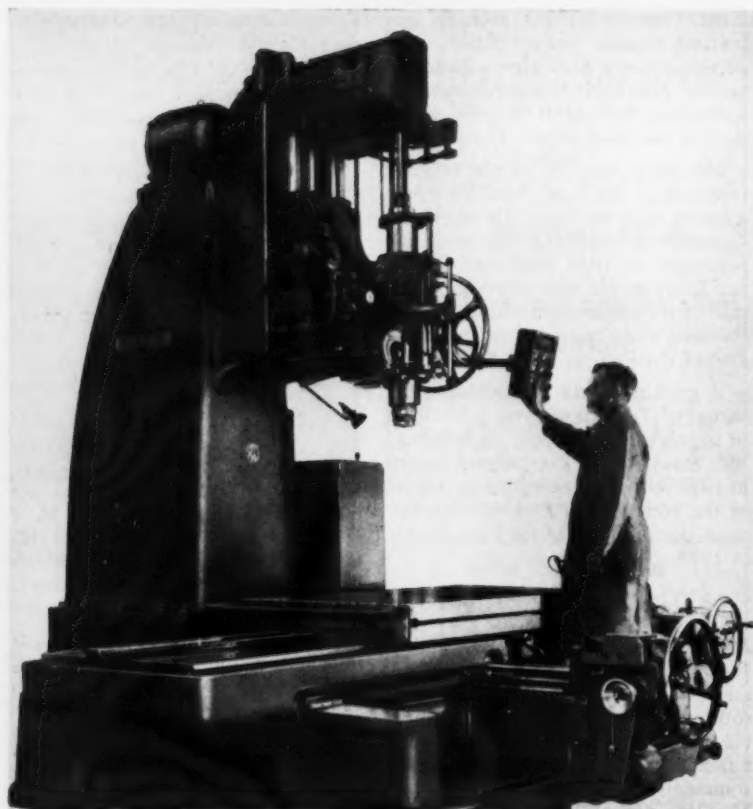
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THE LARGEST VERTICAL TYPE JIG BORER ever built—now being produced at Pratt & Whitney Division, Niles-Bement-Pond Co., West Hartford. Small tool men regard the newly designed machine as an outstanding development in the metal working field.

THE LARGEST VERTICAL TYPE JIG BORER ever built has recently been added to the line of Pratt & Whitney Division, Niles-Bement-Pond Co., West Hartford, builders of precision jig boring machines since 1917.

The new 15-ton No. 4-E jig borer is capable of locating and boring to .0001" accuracy with a work load of two and one-half tons. Electrical controls of the primary functions of the machine are concentrated in a pendant control station which is located at the normal operating position and is adjustable to suit operating conditions. Push-button controls and selector switches include: spindle motor speed selector; spindle start, stop and reverse; spindle clutch and brake; spindle head, vertical power movement with automatic clamping and unclamping; longitudinal rapid power travel of table for quick positioning; carriage and table power milling feed selector giving

full range from one to fifteen inches per minute.

An electric control cabinet is located at the right of the machine, and contains a main disconnect switch, all starters, relays, electronic and other electrical apparatus necessary to the operation of the machine.

Floor space of the entire machine and control cabinet is approximately twelve and one-half feet wide by eleven feet deep. Approximate overall height is twelve feet.

★ ★ ★

**LOUIS S. CHICK**, president of Silex Company, Hartford, died recently at New England Baptist Hospital, Boston, after a short illness.

A native of Brooklyn, New York, Mr. Chick was graduated from Brown University in 1922. He then entered the advertising business in New York City, and in 1927 he joined Lever Brothers, eventually becoming general

manager of the edible products division of that company. In 1947 he became sales promotion manager of the grocery division of Standard Brands, and in 1948 he succeeded Frank E. Wolcott, Jr., as president of the Silex Company when Mr. Wolcott became chairman of the board of directors.

He is survived by his wife, a daughter and a son.

★ ★ ★

**BRUCE S. WILLIAMS**, formerly manager of the southeast territory, belting division, Russell Manufacturing Company, Middletown, has been appointed assistant to the president, G. M. Williams.

Mr. Williams, who is the son of G. M. Williams, attended Sheffield Scientific School of Yale University, leaving before graduation to enlist in the U. S. Naval Reserve. He participated in many major offensive landings in the Pacific and on V-J Day was a lieutenant commander.

Following his discharge Mr. Williams studied industrial management and marketing at Babson Institute. He will make his headquarters at the company's main plant in Middletown.

★ ★ ★

**THE DISTINGUISHED SERVICE AWARD KEY** of the Junior Chamber of Commerce of Waterbury was presented to Richard S. Kaynor, public relations director for Waterbury Companies, Inc., recently. The presentation was made by Thom W. Corby, executive secretary to Mayor Raymond E. Snyder.

The Jaycee award was made to Mr. Kaynor in recognition of his contributions to community welfare, work with civic organizations, and exhibition of leadership.

Chairman of the 1949 Waterbury campaign for the Connecticut Cancer Society, he is also a member of the Alcoholic Clinic Committee, the executive committee of the Community Council, and is treasurer of the Waterbury Rehabilitation and Advisory Committee.

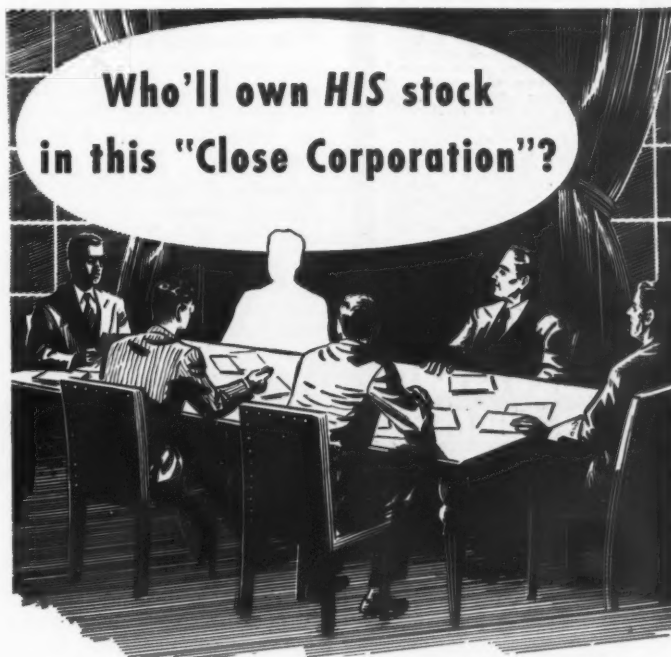
★ ★ ★

**TOTAL PROFIT-SHARING PAYMENTS** for employees of Pitney-Bowes, Inc., Stamford, hit a record high of \$926,000 during 1949, or 38 per cent above the 1948 employee share, according to a company announcement.

While cash wage-and-salary "dividends" also reached a new high total,

the biggest part of the increase was said to be the result of company payments into the Retirement Income Plan, a deferred profit-sharing program, paid for by the company, which provides employees with liberalized

pensions when they retire. Payments into the retirement plan during the year totaled \$548,000, compared with \$307,000 paid for the same purpose last year. Cash profit-sharing payments in 1949 totalled \$378,000.



If your business is incorporated, with the stock closely held by the active members, what will happen when one of them dies?

Unless there's an agreement to the contrary, his heirs can demand their proportionate share of profits without working for it. Even without experience, they can demand a voice in management. Or they can sell the stock to anyone, even a competitor.

The only sure way to avoid such troubles is to make a purchase agreement providing that the surviving shareholders will have the right to buy the stock of a member who dies. Life insurance on

the owners is the ideal method of providing the money needed to buy out the heirs.

The cash value of the life insurance is a valuable asset. If the stockholders live to retirement, the life insurance can supply pensions for them.

The Connecticut Mutual has helped with hundreds of close corporation life insurance arrangements. We have a special department devoting full time to this type of work. Telephone or write, today, for our free booklet, "The Value of Business Life Insurance to the Close Corporation". No cost or obligation.

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Here's how to prevent costly coolant spoilage and eliminate foul odors: ask your DOLGE Service Man to take samples of your coolant for free bacteriological and chemical analysis. A complete laboratory report will show the correct coolant handling method for your particular operation.

Only if tests warrant it will a DOLGE STERIDOL GERMICIDE be recommended—a "tailor-made" preparation to meet your exact needs. Used as directed it will not irritate the skin or corrode metals. The cost?—Far less than a cent per gallon of coolant!

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**HARRY M. NORDBERG** has been elected vice president for sales and service of Pitney-Bowes, Inc., Stamford.

A native of Kansas City, he joined the firm as a salesman in 1934. He was a regional and branch manager at Cleveland, Kansas City and Minneapolis before becoming an assistant to the sales vice president in 1944.

Mr. Nordberg will direct all marketing, product-serving and field operations. Last year, Mr. Nordberg was chairman of the research committee of the Office Equipment Manufacturers Institute.

Simeon S. Sells has been elected to a newly created vice presidency. He joined the Mail-O-Meter Company in 1923, one year before it was acquired by Pitney-Bowes. He became Eastern regional manager in 1937, and that same year he was called to Stamford to develop markets and direct sales of a new line of special tax-stamping machines embodying the postage meter principle. In 1944 he was made assistant to the president and assigned supervision of the company's relations with the Postal Service.

Elwood M. Davis will succeed Mr. Nordberg as general sales manager. He is a former Eastern regional manager and served as branch manager at New York, Philadelphia and Minneapolis. In 1945 he was made an assistant to the sales vice president at Stamford, and later the same year was named manager of branch office operations.

★ ★ ★

**A PRODUCTION RECORD** was set during the year 1949 by The Connecticut Plastilight Corporation, Stamford, which produced and sold in excess of 2,000,000 square feet of decorative plastic surfacing, according to Victor Hugh-Vidal, president.

During the past year the company has developed new decorative patterns, and the use of plastic surfacing has been expanded to include kitchen, dinette and restaurant table tops, institutional furniture tops, children's tables and such household applications as kitchen and bathroom walls and even pianos and piano benches.

Looking ahead into 1950, Mr. Hugh-Vidal said: "We at Plastilight are so confident of a greater volume of business in 1950 that we have doubled our plant facilities to meet the ever increasing demand for quality plastic surfacing and have purchased three additional hydraulic presses to answer

consumer request for Plastilight of convenient size for wall paneling."

★ ★ ★

**THE FORMATION** of the Yale Management Association by the Stamford Division of Yale & Towne Manufacturing Company, Stamford, has recently been announced. The new organization is the result of the consolidation of the 60-year-old Trefoil Club for senior managers and the 43-year-old Panel Club for foremen.

Harold E. Nagle, works manager, who has been elected president of the association has revealed that the purposes of the organization are "to foster and promote any activity which may in any way contribute to the improvement of social and business relations within the Stamford Division, and to strengthen the job growth potential of every member of management in this association through educational talks, literature and other means."

The new constitution limits active membership to male employees who are holding management positions to which they have been officially appointed within the Stamford Division.

★ ★ ★

**TWO NEW VICE PRESIDENTS** have been named by President E. T. Carlson of the Trumbull Electric Manufacturing Company, Plainville. Frank M. Oglee, who has been manager of employee and community relations since October, 1947, will continue to direct and coordinate personnel activities at all company locations.

Mr. Oglee joined the Trumbull organization more than 20 years ago as a sales representative, and has since served as district manager in Philadelphia, Atlantic district sales manager, manager of sales in Norwood, Ohio, and product manager in charge of switch and circuit breaker sales.

Vice President T. D. MacLafferty has been manager of marketing for the Trumbull Company since April, 1948. He attended both the University of Washington and Washington State College, graduating from the latter with degrees in electrical and mechanical engineering.

He then joined the engineering test course of the General Electric Company at Schenectady, New York. He became a sales representative for General Electric and in 1937 was transferred to the Carboly Company, a



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General Electric affiliate. Two years later he was appointed district sales manager for that company, with headquarters in Newark, New Jersey. In April, 1947 he was appointed sales manager of the Trumbull Electric Manufacturing Company.

★ ★ ★

**A TWO-DAY INDUSTRY LEADERS PROGRAM** held at the Town Club, Bristol, recently was attended by representatives of Bristol industrial plants. Sponsored by the Manufacturers Division of the Bristol Chamber of Commerce and the Manufacturers' Association of Hartford County in cooperation with the National Association of Manufacturers, the conference was conducted for the purpose of discussing problems of industry as they pertain to public affairs, to exchange ideas relative to community relations and to aid business men to become better spokesmen of industry in Bristol.

Roger E. Gay, president of the Bristol Brass Corp., and a Connecticut director of the National Association of Manufacturers, presided at the initial session. Dr. Neal Bowman and Marion J. Wise, Jr., of the NAM led the discussions on the various subjects covered during the conference.

★ ★ ★

**LYMAN A. SMITH**, president and treasurer of the Lyman A. Smith Machinery Company, Inc., Hartford, passed away recently.

Widely known in the machinery and machine tool industry, Mr. Smith served as chairman of the Machine Tool Panel of the Springfield Ordnance District during the war years. Panel members served as consultants in matters relating to machine tool and production equipment. In recognition of that service, Mr. Smith received a citation from the Ordnance Department of the United States Army for "distinguished service to his country-in the struggle to maintain the freedom of all people. By the exercise of his initiative and ingenuity he has made a marked contribution to the vital war production program to conserve critical material and machines."

A member of the City Club of Hartford, Mr. Smith was a past president of that organization, a member of its board of directors, and was a member of the board of the 10 Allyn Street Corporation.

He is survived by his wife, two daughters and two sons.

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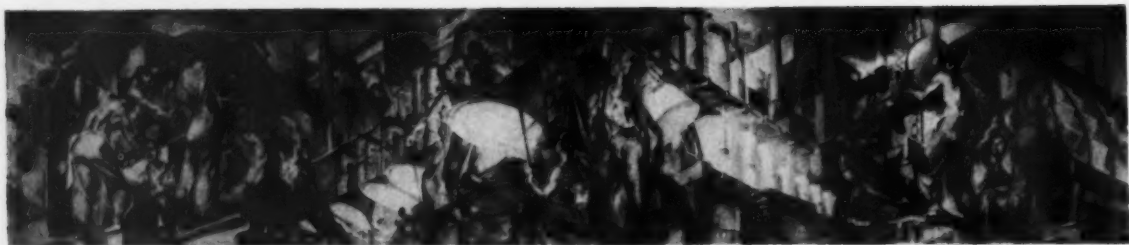
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**NOW THIS . . .** **ALCOA**  
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IT IS SIGNIFICANT that The Bridgeport-City Trust Company should sponsor such a mural as "Industrial Bridgeport." This form of art as it is known today reached its zenith during the pre-Renaissance period, when many Italian-born artists were supported by the rich banking families of the land.

IN THE TRADITION of the great Medici bankers of Renaissance Italy, the East Side Branch of The Bridgeport-City Trust Company now presents in its main lobby, a mural ten by forty-six feet entitled "Industrial Bridgeport." The mural depicts, in panorama, typical scenes of the city. Twenty heroic-size figures represent the many kinds of work essential to the daily life of the city, with views of many of Bridgeport's own factories as background.

The artist, Louis DiValentin, was born in Venice, Italy. He began as a sculptor, following in the footsteps of

his father, and became proficient at statuary and other types of sculpturing and stone-carving. Since 1937 Mr. DiValentin has emphasized painting. Some of his works have been seen at the Carnegie Institute, the Pennsylvania Academy, the Toledo Annual Exhibit, the Corcoran Biannual Exhibit and the National Academy of Design.

The mural is dedicated to the late Horace B. Merwin, president of the bank from 1929 to 1948, and was executed under the personal direction of F. Leslie Fairchild, a director of the bank, and also an artist of note.

AT THE RECENT ANNUAL MEETING of the Meriden-Wallingford Manufacturers' Association the following officers were elected:

President, Russell G. Nelson, general superintendent, Curtiss Way Corporation; vice president, Philip B. Watson, vice president, the American Cyanamid Co. of Wallingford; treasurer, Clarence S. Powers, president of the Puritan Bank and Trust Company, Meriden; auditors, George J. Sokel, president, Home National Bank and Trust Company; and George C. Devaul, accountant, International Silver Company, Meriden.

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**ROGER E. GAY**, president of Bristol Brass Corporation, Bristol, NAM director, and vice chairman of that association's Industrial Problems Committee, participated recently in the NAM-produced radio broadcast "It's Your Business" over the coast-to-coast American Broadcasting Company hook-up.

Mr. Gay was interviewed by Dr. John W. Studebaker, former U. S. Commissioner of Education. In his talk Mr. Gay pointed out that his small company, employing less than 500, and other small companies, had nothing to fear, but much to be grateful for, from larger firms because big business is controlled and regulated by natural and economic laws.

He further commented as follows: "In analyzing any proposals to limit the size of business, very careful consideration must be given to the rights of the consumer. After all, companies grow as their sales increase. And these sales reflect consumer acceptance of the product or service. This consumer reaction, then, automatically controls a company's growth.

"Freedom of choice and action is a basic feature of the American way of life, and a major factor in the growth and development of the American business structure. As part of the free enterprise system, it provides a natural control mechanism which corrects maladjustments.

"If government were given the power to limit the size of business, the decisions of one man or a small group of men would be substituted for the day-to-day decisions of millions of consumers.

"Would the consumer suffer? Absolutely. Let's assume that a company's products had such wide consumer acceptance that it could sell 10% more than permitted by a law that would limit size. Then government would prevent consumers from buying what they wanted."

★ ★ ★

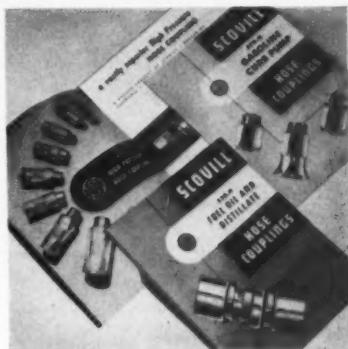
**THE SECOND ANNUAL** Connecticut YMCA Industrial Recreation Conference will be held this year at the New Haven Young Men's Christian Association on April 27.

The conference, sponsored by the YMCA Industrial Recreation Council, is planned to bring to Connecticut industrial personnel the benefit of the experience of others in a full, well-rounded recreation program.

The Council consists of representatives from local YMCA Industrial

# PRELLADS

Examples of Sales Promotion prepared by  
The F. W. Prella Company - Advertising - Hartford, Conn.



## SCOVILL SILENT SALESMEN

Every Scovill product quickly finds its way onto the pages of catalogs and sales literature. In keeping with the high quality of Scovill products, each piece must be carefully planned, written and designed to sell in highly selective markets. Shown above is one of several Prella-Prepared catalogs on Scovill industrial couplings.



## "MARK IT BEST WITH NOBLEWEST" ...

... a slogan created by The F. W. Prella Co., that has helped sell Noblewest rapid precision marking equipment all over the world. Noble and Westbrook, a Prella client for the past seventeen years, has largely depended on returns from advertisements in leading industrial publications, like the one shown above, to build sales.



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## REBIRTH OF THE HITCHCOCK CHAIR

Lambert Hitchcock himself would find it hard to tell this beautiful chair from the original he made in Hitchcockville over 125 years ago. The revival of this business can be largely attributed to a well-directed program by The F. W. Prella Co.

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MONTHLY  
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**The AMERICAN  
APPRAISAL  
Company**

*Over Fifty Years of Service*  
OFFICES IN PRINCIPAL CITIES

Recreation programs. Fred Wilson, of Scovill Manufacturing Company, is chairman of the group.

The industrial recreation activities of YMCA's throughout the state have played a significant role in the planning of recreational facilities by manufacturing firms located in areas served by the "Y".

★ ★ ★

**THE APPOINTMENT OF** Alexander H. d'Arcambal as general sales manager of all departments of the Niles-Bement-Pond Company, West Hartford, has been announced by Frederick U. Conard, president.

At the same time Mr. Conard announced the retirement from active participation in the sales program of the company of William P. Kirk, vice president and sales manager, machine tools, who will continue to serve the company as consulting engineer. Mr. Kirk, who has served Pratt and Whitney for more than 43 years, also continues as company vice president.

Six other executive changes within the company's various divisions have also been revealed. They are: James D. Allen, manager Pratt and Whitney, domestic machinery sales; John C. Molinar, manager, Pratt and Whitney domestic small tools and gage sales; Harry Reichert, manager, Pratt and Whitney foreign sales; Richard J. Johnson, manager, Chandler-Evans sales; J. Potter Cunningham, vice president and sales manager, Potter and Johnson, Company, Pawtucket, R. I., subsidiary of Niles-Bement-Pond Company, and Vas L. Howe, acting manager of advertising.

★ ★ ★

**JOSEPH MERRITT**, president and treasurer of the Hartford Special Machinery Company, Hartford, died recently at his home.

Mr. Merritt served his apprenticeship as a machinist with Russell, Burdall and More, Port Chester, New York. When he moved to Hartford, about 60 years ago, he opened an office as a consulting mechanical engineer. In 1907 he organized the Joseph Merritt Company, makers of blueprints, which is still in operation.

In 1912 he formed an association with Ernest Walker Smith and Herbert Knox Smith and became secretary and treasurer of the Hartford Special Machinery Company. In 1926 he was made president and treasurer. He was

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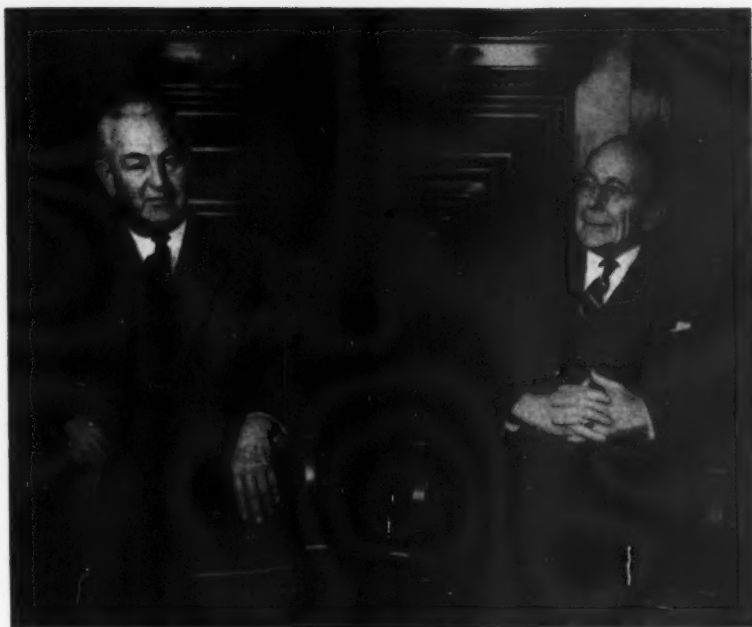
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NEW AND RETIRED president of Chase Brass & Copper Co., Inc., Waterbury, pose together before the fireplace in the president's office. Charles E. Hart (right) retired recently after serving the company for 26 years. He was succeeded by Robert L. Coe, who thus becomes the firm's fifth president.

**FOURTEEN NEW MEMBERS** have been inducted into the Veteran League of Jenkins Brothers, Bridgeport. This raises the league membership to 118 men and women still active with the valve manufacturer after twenty-five years of continuous service.

President Alfred Yardley paid special honor to Charles Wick, a sales representative at the New York office, who has completed a half century of service, becoming the oldest employee in point of service. Other veterans attaining 25 or 40 years of service were presented with a newly designed diamond pin.

★ ★ ★

**ON MAY 4**, the three Connecticut chapters of the American Society of Tool Engineers (Hartford, New Haven and Fairfield County) will hold their annual Connecticut Night Banquet.

Several hundred engineers will gather prior to the banquet for these plant inspections in southern Connecticut: Pitney-Bowes, Inc., Electrolux Corporation, Yale & Towne Manufacturing Co., Conde-Nast Publications, Inc., Machlett Laboratories, Schick, Inc.

William A. Purtell, president of Holo-Krome Screw Corp., Elmwood, and president of the Manufacturers' Association of Connecticut, will address the group following a banquet to be held at Pitney-Bowes, Inc. Arthur F. Murray, works manager, Electrolux Corp., Greenwich, who is chairman of this second annual statewide Connecticut Night, will act as master of ceremonies.

★ ★ ★

**RALPH G. McNEIL**, formerly manager of the Montville, Conn. branch of the Warehouse Point Company, Warehouse Point, has been appointed general sales manager of the Warehouse Point Company and the Airline Manufacturing Company, located in the same town.

The Warehouse Point Company conducts extensive warehousing and fabrication operations and the Airline Manufacturing Company manufactures steel boxes, novelties, metal and wood toys and farm and garden accessories.

Mr. McNeil was formerly a member of the merchandising department of Montgomery-Ward at Chicago, Illinois.



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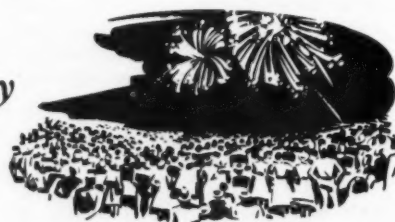
READ BETWEEN THESE HEADLINES . . . culled from recent issues of our employee newspaper . . . and we think you'll agree they were made possible by happy, healthy people. We hope they will help you to capture some of the enthusiasm, some of the vitality, of the men and women who make America's Biggest Selling Brake Lining.

By day we at Raybestos are manufacturers of the finest in stop and go products . . . brake lining, brake blocks, and clutch facings . . . for

automotive, aviation, and industrial equipment. After hours we are just your neighbors.

At work or at home we are vitally interested in the growth and well-being of this community. We know that a person who enjoys his work has a happier home life and is a better neighbor. That is why we believe so fully in bowling, softball, dancing, and community activities. And that is why we have always encouraged, endorsed, and supported a complete program of "after hours" recreation.

*10,000 Spectators Enjoy Fireworks Display*



*Gala Children's Party Planned for Tomorrow*

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# TAXATION

By C. H. SCHREYER

Attorney

## Pitfalls In Selling Corporation Assets

By CHARLES SCHREYER

**C**ERTAIN interesting tax problems arise whenever the owners of a business operated through a corporation decide to sell it. Appreciable tax savings to the owners of the business may be realized if the sale is approached and handled in the proper way.

The simplest way of making such a sale is by a sale of the stock. If this method is used, the sale is taxable at the capital gain rate of 25% on the difference between the amount realized and the cost or other basis of the stock. However, in many cases the purchaser wants only the assets of the business and is not interested in buying the stock. A good reason for this attitude is that in a stock purchase the assets remain subject to the claims of creditors of the corporation.

If the purchaser is for any reason unwilling to buy the stock, the sale of

the assets may be handled in either of two ways. The corporation may sell the assets directly to the purchaser and distribute the proceeds to the stockholders. On the other hand, the assets may be distributed to the stockholders who make the sale. From a tax standpoint, the latter method is much more favorable to the stockholders.

For example, suppose a purchaser is willing to pay \$500,000 for the assets. Suppose the cost or other basis of these assets to the corporation is \$200,000, and the stockholders originally bought their stock for \$250,000.

If the corporation sells the assets, it will realize a profit of \$300,000, which would be taxable as a long-term capital gain at a tax rate of 25%. The corporate tax would therefore be \$75,000. After the payment of this tax, there would remain \$425,000 for distribution to the stockholders. Since their

stock cost them \$250,000, they have realized a profit of \$175,000. The capital gain tax on this profit would amount to \$43,750. The total tax bill would therefore be the sum of \$75,000 and \$43,750, or \$118,750.

On the other hand, if the corporation distributes the assets to the stockholders as a liquidating distribution, this transaction is not taxable. A corporation does not realize gain or loss by distributing assets to its stockholders. Since the stockholders have received property worth \$500,000 in exchange for stock costing \$250,000, they have realized a profit of \$250,000. At the applicable long-term capital gains rate, their tax on this profit would amount to \$62,500. Since the assets then have a basis of \$500,000 to the stockholders, a subsequent sale for that amount will not result in any further taxable gain.

In the given case, therefore, the owners of the business will have saved in taxes the difference between \$118,750 and \$62,500, or \$56,250 by adopting the latter method of effecting the sale.

However, there are a number of pitfalls which await the unwary businessman who elects to sell his business by first liquidating the corporation and then selling the assets as an individual. Unless considerable care is taken, the tax advantages of this method may be lost by an adverse ruling of the Commissioner of Internal Revenue.

The danger that is hidden in this situation can perhaps best be illustrated by a glance at the *Court Holding Company* case, considered to be a landmark

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in this field of tax law since 1945 when it was decided by the Supreme Court. In that case, a man and his wife held all the stock in a corporation which owned an apartment building. While the ownership of the apartment was still in the corporation, negotiations for its sale to the eventual purchaser took place. These negotiations

were between the corporation and the purchaser. An oral agreement was reached as to the terms and conditions of sale, but when the parties met to reduce the agreement to writing, the corporation refused to go through with the deal on the ground that it would result in the imposition of a large corporate income tax. The next day the corporation declared a "liquidating dividend," as a result of which the apartment was deeded to the stockholders in return for the surrender of their stock. The stockholders then sold the apartment to the purchaser on the same terms and conditions previously agreed upon by the corporation.

Despite the declaration of a "liquidating dividend," followed by the transfer of legal title to the stockholders, the Tax Court held the corporation taxable for gain accruing from the sale, on the ground that the corporation had not abandoned the sales negotiations, and that the liquidation and subsequent sale by the stockholders were mere formalities designed "to make the transaction appear to be other than what it was" in order to avoid tax liability. This decision was sustained by the Supreme Court, in this language: "A sale by one person cannot be transformed for tax purposes into a sale by another by using the latter as a conduit through which to pass title." The net effect of the decision was to hold both the corporation and the stockholders liable for income tax on the transaction.

The *Court Holding Company* case holds out a red flag of warning to any one desiring to sell his corporate business. In all such cases great care should be exercised to make clear that all negotiations for sale are conducted on behalf of the stockholders and not of the corporation. The corporation should be kept completely out of the picture. For example, it would appear to be unwise to have the negotiations conducted by any principal officer of the corporation if this can be avoided, because of the real risk that the Tax Court may identify his actions with those of the corporation.

Assuming that the negotiations have been handled in such a way as to make it impossible to attribute them to the corporation, it is possible for the stockholders, even while the corporation is still in existence, to make an agreement with a purchaser to sell some or all of the corporate assets, without

running into the double tax imposed in the *Court Holding Company* situation.

An illustration of a transaction of this sort which escaped the corporate tax imposed in the *Court Holding Company* case may be found in the *Cumberland* case, decided by the Supreme Court last January. In that case the stockholders of a power company, realizing they would be unable to compete with TVA power, offered to sell all the corporate stock to a cooperative which was receiving TVA power. The cooperative did not want the stock but proposed instead to buy from the corporation its equipment. The corporation rejected the offer because it would have been compelled to pay a heavy capital gains tax. At the same time the stockholders, desiring to save payment of the corporate capital gains tax, offered to acquire the equipment from the corporation and then sell it to the cooperative. The cooperative accepted this offer. Thereupon the corporation transferred its equipment to the stockholders in partial liquidation. The remaining assets were sold and the corporation dissolved. The stockholders then executed the previously contemplated sale to the cooperative.

The Supreme Court refused to sustain the action of the Commissioner of Internal Revenue in imposing a capital gains tax on the corporation. The Court stated that the *Court Holding Company* case does not mean that a corporation can be taxed even when the sale has been made by its stockholders following a genuine liquidation and dissolution. In the *Cumberland* case the Court decided that the sale was made by the stockholders rather than the corporation and that under these circumstances the corporation was not taxable, even though the primary motive of the parties was to avoid the burden of corporate taxation.

Before the *Cumberland* case cleared the air of the uncertainty which followed the *Court Holding Company* decision, remedial legislation was proposed and actually enacted by the House of Representatives in the Revenue Revision Act of 1948. Although this bill died because of the failure of the Senate to act upon it, the situation has since been clarified by the *Cumberland* case to such a degree that perhaps legislation on this subject is no longer necessary.

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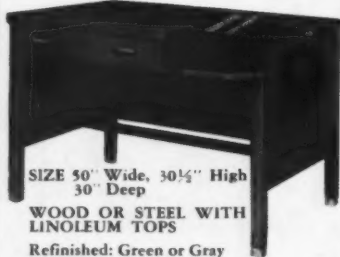
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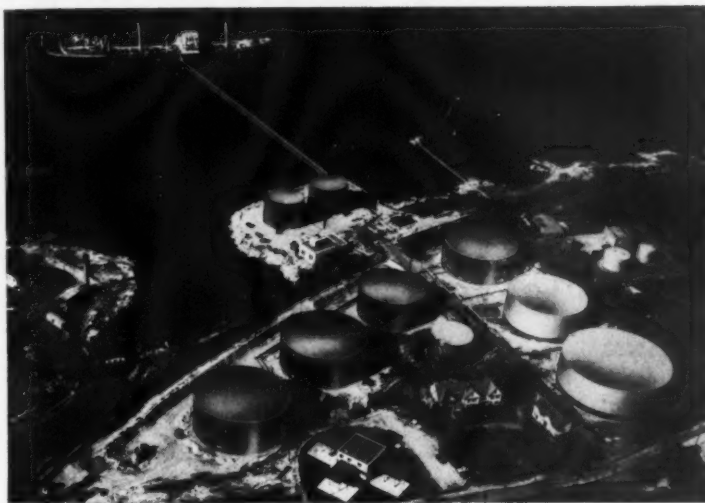
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## BUSINESS TIPS

from

School of Business Administration

University of Connecticut

### WHITHER PENSIONS?

By LAURENCE J. ACKERMAN\*

**A**PRIL 25, 1949 is a significant date in the history of American labor relations. On that fateful day, the United States Supreme Court denied certiorari in the *Inland Steel Company* case and inaugurated a new era in collective bargaining. Pensions now are the subject of bilateral discussion. The other employee benefits such as accident and health insurance, life insurance, soon fell within the new collective bargaining orbit. The cluster of cases in which these issues were waged established the basic principle that no employer engaged in interstate commerce can, in the face of Union dissent, unilaterally install, operate, modify or cancel a pension, accident and health, or life insurance program.

\* Dean, School of Business Administration.

Employee benefit programs constitute a problem which American industry must face and solve, not tomorrow, but today.

Contemporaneous with this sharp concentration on employee benefit programs, the American periodical world spewed forth an avalanche of articles cajoling, threatening, inspiring, and instructing the American business man about the subject of pensions. Stripped of their fanfare, most articles and other publications belabored the "how" of pension installation and administration. But this literary tidal wave served up only small fragments of some of the basic problems business and the individual enterpriser faced. This is an attempt to point out a few of these fundamental problems that are "booby"

traps in the happy hunting ground of industrial pensions.

The first problem we meet in our exploration is the uniformity cry. Let us have \$100 a month pension across the board for all employees in the industry who are members of the bargaining union. Such a proposal is a boon to some employers, a bane to others. It ignores the significant pension facts of age, sex, length of service in the individual firm. It by-passes the individual employer's financial status as well as his competitive position in the industry. The diversity of these pension facts seem to call for tailor-made programs for each employer rather than a standardized, ready made pension suit which will fit some, be tight on others, and sag on the remainder. Each employer should be given individual consideration as to type of plan, level of benefits, funding techniques, etc.

Our next stop is with the most discussed and perhaps least understood of our economic concepts—inflation. If the bias towards inflation should gather speed and become runaway in character, the plight of the pensioner will be a dire one. Therefore, careful attention must be given to the inflationary factor if pensions are to be meaningful as bastions of economic security when the human machine is fully depreciated. Translated into practical decision making, the threat of increasing inflation may require a formula in which benefits are geared to employee compensation at time of retirement. We can expect money wages to pace the inflationary spiral. Under this formula, benefits will creep up or run up correspondingly. But a rise in benefits means a rise in costs. The financial burden may eventually become a staggering one for the individual firm.

The alternative is no easy solution. To rely on a fixed benefit like \$100 a month may, at points on the inflationary scale, produce an embittered semi-starvation. This problem alone emphasizes the long-range aspects of pension programs. It takes a telescope as well as a microscope to have good judgment in pension matters.

A third major problem is the vast accumulation of funds inherent in widespread acceptance of the private pension idea. Where will they be invested? Will they lie as a huge undigested lump on the mental stomach of the economy? When one observes the perennial struggle of our life insur-



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ance companies to find adequate and conservative investment outlets, one can visualize the problem that the torrential outpourings of pension premiums will cause. There is little doubt that our economy will be profoundly affected by the investment of these pension funds. In the non-insurance plans, these funds may be directed into the undernourished field of equity financing—especially for the small and medium-sized firm. This may be a financial savior if all goes well. But what is the fate of these investments if business declines sharply? Further, unless prudent and experienced investment counsel is employed, many trusted funds may come to an untimely end.

A fourth source of concern is the integration of private pension plans with our expanding *Social Security* program. This is an area in which the pattern has not been completely woven and many gaps and irregular spots appear on the fabric of *Social Security*. Here is one illustration of this problem. Should pensioners receive unemployment compensation? In the majority of our states the law is silent and presumably the industrial pensioner would also receive unemployment compensation benefits. The question is not a minor one because in most cases the pensioner will receive benefits for the maximum period, since the possibility of employment is remote. These benefit payments may, in turn, affect an employer's merit rating status.

One state has met the issue by denying unemployment benefits to one receiving an industrial pension. Three states give unemployment benefits only to the extent that they exceed private pensions. In seven states the sum of private pensions and social security benefits are deductible from unemployment compensation benefits. The rest of our states have failed to act on the problem.

The number of problems are legion, but in this brief article only one more will be recognized to portray the obstacles American industry faces. This is the articulation of (a) the appropriate unit for collective bargaining with (b) the appropriate unit for a pension program. For actuarial and other reasons, it is generally necessary that a company have, within its own pension plan, a reasonably uniform framework. What will happen when management

has to bargain with several unions whose policies and demands may be irreconcilable? There is the extreme example of the company which must bargain with over one hundred different unions and the company that must negotiate with an international union about a bargaining unit which covers a single employee. The problem is not insuperable. It does enlarge the scope of collective bargaining from the management-union relationship to the union negotiating with a fellow union.

The development of a private program of pensions for the employees of American industry is a challenge to the ability, skill and foresight of American industry. Without clear and deliberate thinking, only chaos, confusion and frustration can result from one of the largest financial commitments American business has ever been asked to undertake.

### Commercial Arbitration

(Continued from page 15)

Following are the current rates published by the Association:

1. The cost, where amount involved is disclosed—Initial Fee—\$10.00 plus 1% of the amount involved up to \$25,000; plus ½% of the amount involved in excess of \$25,000, to \$100,000; plus ¼% of the amount involved in excess of \$100,000, up to \$200,000; plus 1/10% of the amount involved in excess of \$200,000.

2. The cost, where amount involved is not disclosed—Initial Fee—\$50.00 Subject (a) to adjustment with the Administrator; or (b) subject to adjustment in accordance with preceding schedule if an amount is subsequently disclosed.

In addition to administrative fees, the parties will be required to pay the travel expenses of the arbitrator and clerk if any are required.

A comparison of the above costs with the probable expenses of litigation, rates serious consideration.

The list of persons and organizations using the facilities of the Association is an impressive one and demonstrates the fast growing desire and determination of people to settle disputes without resorting to costly litigation.

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"She said, half crying, 'I know. Still I think I'd better get my old job back.' So I saw myself waiting—waiting year after year for her to come home from work.

"The insurance people had done a good job and so had the doctor. But you can't grow new hands. So I says to the Liberty Mutual claims adjuster, 'Why don't you buy me a box of pencils and I'll sell 'em?'

"'Stop your grandstanding!' he cracks—we're pretty friendly by now—'You're doing all right.' And I guess I was. Soon I was ready for artificial hands. Then they taught me how to use them.

"Later, they ran me through a string of tests to find out what I could do with my new hands. The claimsman went to my boss. 'He can handle three types of jobs. He can do time study work, be a warehouse assistant or run the tool crib.' And I guess the boss was just as tickled as I was.

"That first day back at work earning the first day's pay in ten months! I guess everybody came around to grin at me and wish me luck. Right now I'm earning better pay than I figured I'd ever make again—thanks to my boss and Liberty Mutual!"

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## BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

**B**USINESS conditions in Connecticut during 1949 were highlighted by the noticeable recession which occurred in the first seven months and the partial recovery that took place in the latter part of the year. These changes reflected in our index of general business activity to the extent that it fell off sharply from 39% above normal at the beginning of the year to +3% in July and then rose to +20% in November and December. The annual average for 1949 was 15% above normal compared with +41% in 1948, representing the end of the post-war boom and the return to a somewhat lower but nevertheless good level of activity. The National situation was similar to the Connecticut pattern with the exception that the steel and coal strikes caused a temporary decline in activity during October and November resulting in the United States index of industrial activity averaging 13% above normal for the year as compared with +26% for 1948.

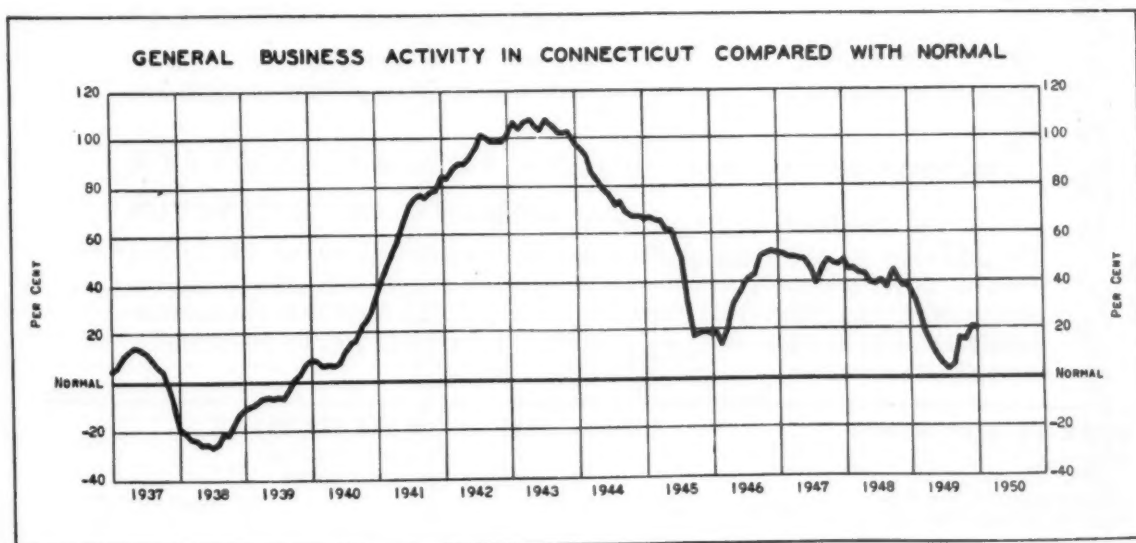
In December the index of manhours worked in Connecticut factories advanced one percentage point to an estimated 26% above normal. The yearly average for 1949 was +20%, thirty-three points less than the preceding year. The decrease was brought about principally through a reduction in number of persons employed, although there was also a substantial drop in the average hours worked per week. During 1949, male employees in manufacturing industries worked an average of 40.0 hours per week and female employees an average of 37.5 as compared with 42.7 and 39.0, respectively, in the previous year. In the past year average weekly earnings were \$59.50 for male and \$42.75 for female against \$61.57 and \$43.42 in 1948.

The December index of manufacturing employment at 20% above normal showed no change from November. The average index for the year 1949 was also +20%, a significant decrease from the +40% of the pre-

ceding year. The downswing in employment in Connecticut during 1949 is reflected in the following figures released by the State Department of Labor. As the year began there were 751,000 engaged in non-agricultural employment, with manufacturing accounting for 387,000 or 52% of the total, and non-manufacturing making up the remaining 364,000. During the months that followed employment in manufacturing industries declined steadily and by July was down to 323,000, representing 47% of the 694,000 then included in non-agricultural employment. In the meantime non-manufacturing employment had increased to 371,000. In the latter months of 1949 manufacturing picked up 26,000 employees and in December stood at 349,000 while non-manufacturing, due to the usual seasonal gain in December, increased to 380,000. Of the 729,000 in total non-agricultural employment at the close of the year 48% were engaged in manufacturing.

The index of freight shipments originating in eight Connecticut cities declined eleven percentage points in December to close the year at 1% above normal. The resulting average index for the past year was 3% above normal which is some twenty-three points under the 1948 standing and represents the lowest annual average in the last ten years.

In December the index of construction work in progress in Connecticut was estimated at 42% above normal. Although the average index for 1949,



at +19%, was about twenty-five points below the high level of the previous year it nevertheless represents the fourth consecutive year of exceptionally high construction activity. After a quiet period during the spring and summer months there was a noticeable increase in the volume of building contracts awarded in the last four months of the year with the December standing being only twelve points below the corresponding month of 1948.

On January 6 President Truman delivered to Congress his fourth economic report based on material prepared by his Council of Economic Advisors. The report contained many statistics concerning 1949 business activity, following are some of the more significant items: Total civilian employment in 1949 averaged 58.7 million, somewhat less than the average of 59.4 million in 1948; unemployment averaged 3.4 million, or about 5% of the labor force, compared with 2.1 million or 3% of the labor force in the preceding year; total production of all goods and services, adjusted for changes in prices, was about 1% lower than in 1948;

## New Haven YMCA Junior College Meets Need for Cooperative Education

(Continued from page 10)

must start his employment in his company by the time he has reached twenty-five or twenty-seven. These two requirements do not work together in a period of economic decline when companies are forced to limit their recruitment of people under twenty-five. The ultimate result would be that the company may find itself without adequate personnel for promotion.

Industry found the answer in the cooperative program, in which two young people are recruited for one job, enabling companies to provide experience for twice as many as is presently possible. The representatives at the meeting expressed a desire to meet their responsibility for high school graduates in their community by establishing a policy whereby their companies will accept a minimum number of young people each year under a cooperative plan of education.

## Program to be Launched This Fall

Left with these recommendations by industrialists and high school counselors, the New Haven YMCA Junior College surveyed a sampling of fifty companies in the New Haven area to determine their willingness to cooperate in such a program. The results confirmed the attitude expressed by the coordinators that companies would provide a sufficient number of jobs for these students in a cooperative program. Their interests were in serving their community and in building young people for their own organizations. At subsequent meetings with both high school counselors and company representatives, the College announced that the cooperative program would be effective in the Fall, 1950, as the result of joint planning by high school counselors, industrial coordinators and the community college.

The cooperative program is designed to meet the present economic conditions in the New Haven area. The College's survey reveals that throughout the area companies which wish to

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join the College in setting up jobs for cooperative students realize the importance of an educational program based on the fundamentals of industrial organization and human relations in developing New Haven's potential employed population. With the present decline in employment opportunities, educational requirements have become more demanding.

To meet this need, the New Haven YMCA Junior College has the experience of thirty years of relations with approximately 350 companies in the New Haven area in coordinating the work and studies of student-employees in its evening Work-Study Program. In addition, it has the necessary facilities available for the administration of such a program in the laboratories and classrooms provided by Yale University, in whose buildings it operates. The College is closely connected with the University, a fourth of its faculty consisting of members of the Yale faculty and several other serving as advisers to the College in their fields of specialization. Further, the College has been established as a community college and is committed to service to the people of the New Haven community.

#### Operation of Program

Here's how the program will operate. Three-month periods of study will alternate with three-month periods of work. The College will follow the typical cooperative education plan in which two students fill one training job in a cooperating company, one working fulltime while the other studies fulltime. On-the-job experience is planned by each company's coordinator in cooperating with the college staff on a definitely outlined basis. The problem of the student who wonders how he can afford to go to college is solved by the company's agreement that all cooperative students will be paid the "going rate" of the job, which is more than sufficient to cover the cost of tuition.

His proposed program of studies follows the national trend in junior college education to provide greater breadth of general education, leaving specialization to be carried later on a part time basis or after transfer to a senior college. But the program does retain the essentials of basic vocational preparation. Subjects offered for the two years include English, psychology,

science, economics, political science, survey of business and industry, orientation, and electives of a more specialized nature. Students will have physical education and recreational activities during the morning hours at the New Haven YMCA. Special academic classes will be scheduled from one until five-thirty each afternoon in the

ten Yale buildings which have been provided for the junior college.

As he successfully completes his two-year Program of Cooperative Studies, each student has gained two full years of college studies for an Associate in Science degree and for transfer credit to a senior college or university, in addition to practical work experience.

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# ACCOUNTING HINTS

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## Your Financial Statements Can Promote Good Public Relations

IT is gratifying to note in the published reports of corporate enterprises a growing trend toward a simplified financial statement. While the conventional and technical presentation is suitable for executives, bankers, large investors and accountants, to others these reports were vague.

During recent years, not only has the size of the investors group increased, but its complexion has materially changed, and many others have become interested in the financial affairs of corporations, notably a vast body of employees and smaller investors. It is not surprising that these groups could not understand and hence were distrustful of the reports which they received; both the complete re-

ports with technical accounting terms and the condensed reports which often were so incomplete as to warrant suspicion.

In reviewing the current financial reports of many companies it is interesting to analyze wherein the changes have occurred. It is found that basic facts are unchanged, but they are arranged and described in a much more informal and less technical manner. Simplicity of terms and language represents the first pronounced change. For example, for the "balance sheet" or "statement of financial condition" which were vague to the average reader, we find such phraseology as "what we own and what we owe", which is immediately clear to the average layman.

The next phase of this statement which is being given a new treatment is the form or set up. Heretofore, there was a listing of the assets in one column, offset by a listing of liabilities to which the proprietary equity was added in order to balance. To the uninitiated, this arrangement gives rise to questions, such as which is more important, the amount of assets or what is owed; why is the capital stock and surplus added to the liabilities; what is surplus?

A simpler arrangement is a descriptive summary of assets and total thereof which is followed by similar data as to liabilities, which are deducted from the asset total to show the net asset value representing the stockholder's interest in the company.

Now, what of this item called "surplus"? Is it used merely to balance the statement? It may appear ultra-simple as a substitute to call it "profit in use in the business at the end of the year" or "profit retained for dividends, contingencies and future operations," yet isn't that the hoped for result? Terminology for surplus other than "earned" is merely a challenge to financial management.

The second basic statement used in financial reporting is commonly designated as the "income account" or "profit and loss statement." To the average reader the term income means that which is earned or received, without associating necessary costs or expenses with it. The title "profit and loss" is also ambiguous, for how can it be both profit and loss? These and many other questions and misgivings resolve themselves when the statement is presented as "the results of operations" for the year.

Another term commonly met in most statements which causes confusion is the term "depreciation." It is intended to refer to the current or accumulated amortization of the cost of physical facilities utilized in the production of goods over their estimated life and in a systematic manner. It will require intensive consideration and it is encouraging to see corrective measures being taken to establish a better understanding of this important term.

A logical step by management to good relations with its public is in the direction of simplifying its financial statements, thus assisting in dispelling the apparent mysteries therein.

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By OPAL HILL MUNZ

## Our American Way of Doing Business . . . VII

A UNIT OF STUDY (for the fifth and sixth grades)

**Editor's Note:** In the February issue we related the outstanding job of instruction in "Our American Way of Doing Business" being done by Margaret Neebe, teacher of the fifth grade, Israel Putnam School, Meriden. We would welcome the opportunity to applaud, in a similar way, meritorious work being done by other teachers using these units as instructional material in their classrooms, upon receipt of information regarding their activities.

**T**HE idea that everyone should have freedom in earning his living has been deeply imbedded in American thinking since the earliest pioneer and colonial days.

From those early days to the present time this highly significant idea has been an over-arching and under-girding force in our American way of doing business.

Today our nation, with only 7 per cent of all the people in the world, possesses about 50 per cent of all the material wealth and income of the world. This has been made possible under the spur and impetus of the belief that individuals have the right to choose the jobs they want, leave them when they wish, work as long as they see fit, and be paid in proportion to their work, without government interference.

This way of life is diametrically opposite to practices of the past when all economies rested upon slavery and exploitation.

Sumner H. Slichter, in his book, *The American Economy, Its Problems and Aspects*, says:

"Communities composed in the main of free employees are new in the history of the world. In ancient times or in the Middle Ages the bulk of the work was done by slaves and serfs.

"In early modern times there grew up economies composed predominantly of self-employed. The United States was such an economy until 1840. Only within the last hundred years have there appeared economies composed almost entirely of free employees. Even today such economies are limited to a few countries.

"In Russia, Eastern Europe, and many other parts of the world, the workers are vassals of the state rather than citizens . . . they lack civil rights and are not expected to think for themselves. They are not bound to the land as were the serfs of the Middle Ages, or even to a particular industry or occupation, but they work under conditions determined by a government in which they have no voice."

Workers in many areas of the world today find life extremely difficult because of the coercive methods of totalitarian governments which own all productive property and therefore are the only employers.

One of the best ways to distinguish the free man from the slave is to compare the conditions under which men work in America with the conditions under which men work in totalitarian countries.

Under dictators the workers are always subordinate to the state, which arbitrarily decides on wages, hours of work, and working conditions. Under dictators workers are shipped wherever they are needed, families are separated, and all the important jobs are held by persons who are in high favor with the dictators. In a totalitarian country a worker who dares express dissatisfaction with his state-assigned job is apt to find himself imprisoned or facing a firing squad. The official policy of using millions of slave laborers is one of the most flagrant features of dictatorships. In Russia literally millions live in slave labor camps, and millions of others live in constant terror as they are watched over at their work by a ruthless police.

In contrast, under the American way of doing business we have a system of

checks and balances to protect the worker from the state, and to insure him a maximum amount of freedom and independence.

This freedom has proved its value in its accomplishment. An editorial in the *New York Times* says:

"The best measure of the average man's well-being in any country is how much work he has to do to get the things he needs and wants. . . .

"The Russian works an hour and ten minutes for a pound of wheat bread, the American about seven minutes. The Russian works two hours and thirty-four minutes for a pound of lump sugar, the American five and a half minutes. The Russian works an hour and eighteen minutes for a quart of milk, the American ten minutes. The Russian works fourteen hours and six minutes for a pound of coffee, the American twenty-two and a half minutes.

"If the Russian wants a new suit of clothes he must labor more than 178 hours for a cheap one, 580 hours for a good one. The American can buy a suit of 100 per cent virgin wool in return for twenty-eight hours and four minutes of his time."

Carrying the comparison further, we find that 85 per cent of our income goes to free workers, while in Russia the slave workers produce enormous wealth for the state but little for themselves.

Our American way of doing business based on freedom of choice for our workers has proved sound. Our standard of living is not only higher than any other country in the world, but our production efficiency is infinitely superior.

The American, working where, when and how he chooses, has the world's highest production record per individual and enjoys more comforts, luxury and leisure than any worker anywhere in the world.

In rejecting the false economic theories and the freedom-destroying methods of totalitarian dictators, and in defending and protecting our system of government and our way of doing business we are preserving the freedom of individual workers.

In criticizing our way of life totalitarian dictators point to our depressions and the mass unemployment that always accompanies them. They say that the only solution to mass unemployment is for the state to own the means of production and be the only employer.

We do not believe this is so. We know, of course, that mass unemployment is a serious problem under our way of doing business. But we are also confident that this problem can be solved by democratic processes and without destroying our liberties through surrender of our rights and privileges to state control.

Our present day children are the last bulwark between democracy and totalitarianism.

If our way of life is to survive and advance, it must become a living force in the lives of these children.

As citizens of tomorrow it will be their responsibility to guard the gains our nation has made under democracy, to face squarely the problems, and to find adequate solutions for them.

We cannot expect them to be prepared and ready for this difficult role unless we educate them for it.

### Scope

This unit of study is one of a series of nine which are prepared with the thought of providing material to teachers that will help direct the child's economic education, so that he will recognize the worth of our American way of doing business, understand its weaknesses and strengths, be motivated to defend its good points, and do something to correct the bad ones.

In developing this unit of study, **THE RIGHT TO CHOOSE THE WORK WE DO**, stories and factual material should be used to show that the ideal that everyone should have freedom in earning his living has proved sound, and has given to our workers more luxury, more comforts and more leisure than any workers anywhere in the world.

(1) Stories of ancient times that show how most of the work was done by serfs and slaves. How the feudal lords bound the serfs to the land by depriving them of freedom of choice and control-

ling their work and their lives in every way.

(2) Stories of the Middle Ages that show how the activities of the workers continued to be restricted. How, without freedom of choice, they were often bound to a particular industry or occupation.

(3) Stories that show England's economic policy toward the American colonies. How England prohibited skilled labor from coming to America, thereby slowing down the growth of industry, and keeping our country mainly agricultural in the early days. How through unfair and unjust rules, England tried to deprive the colonial workers of both freedom of choice and of movement, by binding them to work in shops operated for England's profit, and by discouraging them from moving to unexplored areas of the country. How, because labor was scarce in colonial times, craftsmen in many colonies were prevented from becoming farmers by law. How the practice of indentured servants got a start in this country and of the rebellion led by Nathaniel Bacon against this practice and other tyrannies of the Royal Governor of Virginia. Emphasize how the interest of colonial workers was sacrificed for the interest of the state.

(4) Stories of work and workers during colonial days. How colonial workers defied English restraints and worked more and more at jobs of their choice. Working long hours, they built houses, cleared forests, and planted crops. Some became cobblers, carpenters, locksmiths, blacksmiths, cabinet makers, farmers, wheelwrights, silversmiths. Others became merchants and seamen. Point out that in small colonial shops and mills and factories the owner and the worker often worked side by side at the same bench and were bound close together by common interest and common purposes. How there was a dependence upon each other between owner and worker.

(5) Story of the Revolutionary War and how out of that struggle we won the right to decide what our actions shall be, to move about freely, and to choose the work we wish to do. Point out that in

countries dominated by dictators this sort of freedom is unknown.

(6) Read to the students section one of Amendment 14 to the Constitution. Help the pupils understand how the protection of freedom of action and freedom of choice is implied in this Amendment. Point out that this guarantee of freedom of action and freedom of choice may be interpreted as including freedom of action and freedom of choice in earning a living.

(7) Story of the Industrial Revolution and how the machine changed ways of working, and affected lives of workers.

(a) Small shops and small factories gave way to large plants.

(b) As factories and shops became larger and larger the relationship of owner and helper became more and more impersonal.

(c) Work previously done by the hands of skilled craftsmen was taken over by machines.

(d) Abuses, such as child labor and sweat shops, sprang up in many factories and shops.

(e) Workers came to be regarded, in some cases, as something to buy and sell, like food and clothing.

(f) As laws were passed to correct abuses, and as conditions improved through the cooperation of employer and employee, men who feared the machine would destroy their jobs found they created more jobs instead, and gave them luxuries, comforts and leisure they had never before known.

(8) Stories of the Westward expansion and how dissatisfied workers who wished to escape hard working conditions in mill, shop and factory, were able to exercise their right to freedom of choice in earning a living, by going in search of new lands.

(9) Story of the Homestead Act (a man got 160 acres of land by living on it and farming it for a period of five years) and how it also made it possible for unhappy and discontented workers to exercise their right to freedom and choice in earning a living, by making a new beginning. The story of early farming was one

of hard work, too, with whole families working from sunup to sundown.

- (10) Story of unions and how they were started. How the organization of unions divided the country into two opposing groups, those who felt unions were a conspiracy against the public and those who felt the laboring man had a right to organize and bargain collectively. How down through the years unions did much good in bringing about improved working conditions in many industries. How favorable laws in recent years have given unions much strength. How unions alone have not been responsible for all the laws that have aided labor. How many employers also have worked for the betterment of their employees, and how through the investment of money and working tools they have made work easier, production greater, wages higher and products cheaper. How unions are still criticized by many when they permit strikes to take place which the public feels affect our national health, safety and welfare, because of their attitude toward workers who do not belong to unions, for featherbedding practices (whereby workers are paid for work not performed or for unnecessary work), for jurisdictional strikes (work stoppages caused by arguments between two or more unions). How for years owner and worker have acted separately to protect their own interests. How more and more owner and worker are coming to see that they must work together for each other's mutual benefit, playing the game fairly, if our democracy and freedom are to be saved. How at all times the important and essential thing to remember is that in America group differences are settled in a democratic way with all the people having a voice in the settlement.

- (11) Stories of how workers in countries with dictators are slaves to the state and have no civil or economic rights. How the individual has no choice about where he works, or under what conditions he works.

### General Purpose

The general purpose of this unit of

study is to supplement and enrich the school curriculum.

Besides the textbooks already in use, these additional ones will make excellent enrichment source material: *Civics Through Problems*, Edmonson and Dondineau (page 537); *Triumph of American Capitalism*, Hacker (page 430); *Economics for the Millions*, Henry Pratt Fairchild (pages 37, 50, 129, 136, 143, 21); *Scholastic Magazine*, March 6, 1944 (article entitled American Labor); *The Making of a Democracy*, Hacker (pages 92 and 43); *The American Way* (Public Affairs Pamphlet No. 90); *Epic of Industry*, Malcolm Kier (Volume 5, Pageant of American Series); *Modern Economic Society*, Sumner H. Slichter (Chapters 9 and 25); *The American Individual Enterprise System*, National Association of Manufacturers (pages 77-369); *Democracy and Its Competitors*, North Central Association Pamphlet; *Our Economic Life*, Carver and Adams (Chapters 8 and 9); *Modern Economics*, Corbett and Herschkowitz (Unit XII); *Communism in Action*, by the Legislative Reference Service of the Library of Congress.

### Aims

The specific aims of this unit of study are:

- (1) To help pupils see how workers advanced from slave and serf of ancient days to modern worker with comforts and leisure and luxuries unheard of in ancient and medieval days.
- (2) To help pupils identify the right to choose the work we do as one of the basic principles of the American way of doing business.
- (3) To show pupils that our progress in industry and public welfare has been made because of our right to choose the work we do.
- (4) To help pupils understand there must be an investment of work as well as money in any successful undertaking.
- (5) To help pupils see that workers and owners must work together for each other's common good and welfare.
- (6) To help pupils understand the difference between life in a democracy where workers have freedom of choice in the work they do and under dictatorships where workers have no freedom of choice in work they do.

### Launching the Unit

To launch this unit of study we submit the sixteenth installment of our serial story about Antares, the star-boy, who is living on earth and learning about our American way of life.

## The Story: Work Can Be Fun

Antares was quite a hero after his escapade with Old Monk, the neighborhood half-wit.

Nobody wanted to talk about anything else. Antares was asked again and again to tell the story of how it all happened.

The next day, Saturday, he was nervous and tired and still a little frightened.

The laundryman came to the door with a bundle of clothes and stayed to talk. His friends called him on the telephone and asked Antares if he was scared.

Even the grocery boy wanted to talk about it. Usually he was making some joke—he was a boy about 14 or 15 years old—but today he was sober-faced and quiet. "You sure gave us all a scare," he told Antares.

It was the same thing at church on Sunday. Everywhere Antares went a crowd followed him.

Dr. Bowling, the minister, mentioned the experience of Antares with Old Monk in his sermon from the pulpit: "Mr. George is our responsibility," he said. "He is just a lonesome old man. If he had some kind of work to keep him busy he wouldn't have time to be so lonesome. We must find some simple task for him to do."

When Antares got to school Monday morning 28 bright-eyed boys and girls greeted him breathlessly at the door of the fifth grade room.

"Tell us about the 'haunted house,'" they urged in one voice.

"Were you scared?" asked Jerry, his eyes big with wonder.

"Was I scared?" said Antares. "Silly question number five hundred and sixty thousand. I haven't been so scared since the night I fell over the balcony of heaven and landed here on good earth."



# This Republic

By SAMUEL B. PETERGILL  
"The Craftsman From Indiana"

WHEN I hear talk about a "worker's republic," I rise up and place in nomenclature the United States of America. Where and when have workers ever had a better republic than this home grown one of ours? Where on God's beautiful have so many people, for so many generations, had a better chance?

Talk about workers! Five of our Presidents were born in log cabins, five, including the present President, were sons of farmers, three the sons of artisans or mechanics. One the sons of country pastors. One was past 21 years of age before he could read or write.

Here on American soil railroaders have named four Presidents, printers into generals, gone into admiral, shot-makers into Senators, newsmen into Governors.

Look At The Record! Yes, a worker's republic. A little hunchback immigrant boy by the name of Seneca became an electrical "wizard," another, Popen, a 12-year-old runaway landing in America without a dime, or a friend, became a great scientist. Karl Schurz, refugee from Prussian tyranny, became a general, a senator and member of a President's Cabinet. Knute Rocker, brought here when two years old, became America's greatest baseball coach. Bill Knudsen, another immigrant, became a big man in the biggest company in the world, and today, the mayor of our greatest city, Bill O'Dwyer, was born in old Erin.

It was a worker's republic. It was not a lay man's republic.

No titles of nobility, no inherited rank or caste in back against, free schools, free libraries, scholarships, and a helping hand for the poor boy on the make.

College And A Cow. I know a college where a boy came to get his feet on rung one. The only help his parents could give him was a cow. He walked that cow fifty miles to college. When he got there he found someone, as he had the right to expect in a neighborly land, who loaned him a meadow for his cow to graze on. The boy milked the cow, he sold the milk, and the cow saw the boy through! America!

Did the boy have to feel ashamed about it? Not a bit. I know a little town in Vermont from whence the grandfather of one of our Presidents way back about 1820, walked 130 miles to New Haven to enter Yale. I know of another boy, a 16-year-old waif, who walked from Vermont to Iowa. He became the father of one of our Empire Builder railroad presidents.

Land Of Opportunity. And here's a true story of an Irishman, named Comer, who was a section foreman on the Chicago and E. I. Railroad. He and his wife lived in a tiny cottage on the side of the line. They raised four boys with the smell of the Iron Horse in their nostrils. At an early age they left home to shift for themselves in this free and fortunate land.

Years later, when Mrs. Comer died, her funeral was held in the same section house. The big locomotive hauled four private cars loaded with flowers to her funeral. From each of the cars stepped out of her four boys—each a high official of the greatest transportation system on the globe.

And there is Bill Jeffers, of the Union Pacific, president of a great railroad upon which his father drove spikes as an immigrant lad from Ireland.

Call the roll! Tell the story of this worker's republic. Don't tell me that things have changed.

Didst workers in this republic, in 1944, outproduce the entire world, friend and foe, in the production of war?

A worker's republic. 25,000,000 homes and farms, at least half fully paid for, more automobiles, telephones and radios than the rest of the world combined, more money spent on our public schools than the rest of the planet spends, 75,000,000 life insurance policy holders, 40,000,000 with something in the bank, 80,000,000 who bought Uncle Sam's bonds. Some republic!

That's America. That born Russian Communist three ways to breakfast.

Seize Intellectuals. Why do we go around prying ourselves? Why should we catch an internecine conflict from the inside intellects of Union Square, New York?

Yes, I'm leery about this "worker's republic" over in Russia. If it's so hot why don't they let us in to see it? Why do they exclude our news reporters? If you were a housewife and got yourself a new armoire wouldn't you be glad to see the neighbors examining it to see it? Or, if you were a farmer and raised yourself the biggest pumpkin in the state, would you shoo the photographers away?

But this republic over here, we can see it. It works. It was built by workers. It belongs to workers.

—Courtesy of America's Future Syndicate.

Miss Hamilton interrupted the conversation. "Let's go over to the talking table, so we can be comfortable," she said. She knew the boys and girls would have to talk themselves down before they could settle calmly to study.

"Tell us more," said Irene to Antares, when all of them were seated.

"Well," said Antares, "I was pretty jumpy for a while. Once when a floor board creaked, my heart pounded in fright, and I nearly jumped through my halo-hat."

"Did that old spook that's supposed to prowl around in the haunted house ever show up?" Bobby wanted to know.

"Once I thought so," said Antares. "I thought I saw him slipping and slinking around like a shadow figure. He was grinning with a big wide, toothy-mouth, his back hunched, his

arms thrust forward, his fingers reaching toward my throat."

"If I had been in your shoes, I'd still be screaming bloody murder," said Benny Mac, shuddering.

"I soon saw it was only the moonshadow of Old Monk coming through the slatted and shuttered window," said Antares. "He was standing outside the window, his coat collar turned up, and hunched over in the cold."

Then Antares told the boys and girls what Dr. Bowling had said in his sermon at church Sunday. "And I think he's right," he said. "Mr. George ought to be kept busy at some kind of work."

All of the boys and girls nodded their heads in silent agreement.

"Why couldn't he be a helper to our janitor right here at this school," suggested Mary.

"Why not?" said Benny Mac, en-

thusiastically. "Then he'd have so many children he wouldn't know what to do."

"Yes," agreed Antares, "and then he'd be so happy and contented he wouldn't go around trying to steal somebody."

All this time Miss Hamilton had been listening in silence. Now she said: "I think it can be arranged for Mr. George to be our helper." Then, changing the subject she said, "I was just wondering how you would like to have us study about work and its importance to people and to our nation."

Immediately the class was buzzing with a noisy medley of helpful suggestions.

"Suppose we pretend we are detectives," suggested Johnny, "and see how many stories and things we can find out about work."

"Then we could put all of the things we find in a scrapbook," spoke up Antares.

The rest of the day went fast. There was so much to do.

Irene went down to the American Legion headquarters to pick up a leaflet.

Bob and Mary and Johnny and a dozen others went to the library to get Miss Dickinson to help them look up things in books there.

Jerry went to his father's office to look through the magazines and newspapers there.

To the other boys and girls left in the room, Miss Hamilton said, "Suppose all the rest of you stay here and search for discoveries in the magazines and newspapers on the browsing table."

Kirby started reading from a stack of old newspapers. He flipped the pages, one after another. "Here's something good," he said excitedly. "It's one of Ripley's 'BELIEVE IT OR NOT' cartoons."

"Cut it out and paste it in our book," suggested Miss Hamilton.

Toby made the next discovery. It was a story about three bricklayers.

"Read it out loud," said Miss Hamilton, "so all of us can hear."

"This is what it says," read Toby.

"Three men were putting up a tall brick building on a downtown city lot. A passerby stopped to watch the three men at work.

"What are you doing?" asked the passerby of the nearest workman.

"Are you crazy?" grunted the



worker. 'Can't you see that I'm laying brick?'

"Then the passerby said to the second workman, 'What are you doing?'

"The second bricklayer said, 'I'm earning 15 bucks a day.'

"The third bricklayer was singing as he worked.

"Once again the passerby asked, 'What are you doing?'

"The third bricklayer answered with pride in his voice, 'I'm building a cathedral.'"

Miss Hamilton smiled in encouragement. "That's fine," she said. "Copy it on a piece of paper, and then it'll be ready to go into our book."

When everybody had brought in his discovery on work, the scrapbook was quickly finished.

There was Edwin Markham's story of the builders. There were dozens of quotations from great men about work. Jerry brought a poem about work written many years ago in Chinese and later translated into English.

Bob brought the story about the cricket and the ants, carefully lettered on white paper.

Mary turned in a leaflet issued by the Kiwanis Club, and entitled, "IT'S FUN TO WORK IN AMERICA, TOO."

Johnny's contribution was the old familiar fable of the LITTLE RED HEN, who, when work needed to be done, did not wait for somebody else to do it, but did it herself.

Benny Mac and Antares worked as a team and brought back to the classroom a copy of an illustrated poster called, "This Republic."

Everybody agreed it was the best discovery of all and decided to use it for a cover page on the scrapbook.

When the book was finished, Benny Mac said, "Today has been just like a holiday."

"Which proves," said Antares, wisely, "that work can be fun."

## Things to Make and Do

### "Voice of America" Radio Program

Encourage the pupils to write stories and dramatizations to be used on an imaginary "Voice of America" radio program.

These stories and dramatizations could be based on the ways in which

workers, with freedom to choose the work they do, go about their daily tasks in the community.

### "Here and There" Chart

Use the figures and facts given in the introduction of this unit of study to make a "Here and There" chart comparing American work hours and Russian work hours and their purchasing power.

Making such a chart will help the pupils to understand how the American, working where, when and how he chooses, has the world's highest production record per individual and enjoys more comforts, luxury and leisure than any worker anywhere in the world.

### Posters

Help the pupils to plan and make a series of posters that tell the story of colonial workers as they broke away from the restraints of the mother country, England, and began to do work which they themselves chose to do.

Poster one might include at their work farmers, locksmiths, tanners, cobblers, storekeepers, coopers, wheelwrights, silversmiths.

Emphasis might be given to the early development of our export trade in a second poster illustrated with merchants and sea captains engaged in shipping activities.

Pupils and teacher will think of many other posters to complete the picture-poster story.

### Around the Talking Table

Have pupils bring to the classrooms newspaper clippings and magazine articles which tell of working conditions here and in other parts of the world. Talk about the clippings and articles informally around the talking table. This will give pupils an opportunity to compare the welfare of workers in other countries with the welfare of workers in America.

### Scrapbooks

Label one page of a scrapbook "Our American Way of Doing Business," and on the page facing it write "The Communist Way of Doing Business." Find as many comparisons as possible and paste them in the book, which may be used later to exhibit in some public place such as the library.

### Frieze

Make a frieze built around the subject, "People Live by Working for Each Other." The illustrations will show all the people who work for us, and the illustrations and explanatory sentences will show the relationships and value of all work and workers in our lives.

### Work Bar

Make a giant-sized work bar, extending across the front end of the schoolroom, on which comparisons will be made by the pupils of the average work day during pioneer days, during colonial days, during early part of Industrial Revolution, and now. This will give the pupils an opportunity to understand how the ideal that everyone should have freedom in earning his living has proved sound, and has given to our workers more leisure than workers have anywhere else in the world.

### Pie Chart

Make a pie chart to show the four divisions into which our national work activities fall:

- (1) Twenty-five per cent of our workers are engaged in providing raw materials. This includes fishing, mining, forestry, oil, and agriculture.
- (2) Twenty-five per cent of our workers are engaged in processing and fabricating the raw materials. This includes such activities as converting cotton into yarn, weaving it into cloth, dyeing the cloth, and all manufacturing.
- (3) Twenty-five per cent of our workers are those we call the middle men. They are the ones who distribute the goods from producers to consumers . . . wholesalers, retailers, and all those who work on our transportation systems.
- (4) Twenty-five per cent of our workers are in professional and public service work . . . bankers, lawyers, doctors, government workers, etc.

### Film

Order the film, "Our America," from Modern Talking Picture Service, 9 Rockefeller Plaza, New York. It may be obtained free of charge, by simply paying transportation costs.

(Continued on page 52)

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>	
Baker Goodyear C Tohe	New Haven
<b>Accounting Machines</b>	
Underwood Corporation	Bridgeport
<b>Adding Machines</b>	
Underwood Corporation	Bridgeport
<b>Advertising Specialties</b>	
H C Cook Co The 32 Beaver St	Ansonia
Waterbury Companies Inc	Waterbury
<b>Aero Webbing Products</b>	
Russell Mfg Co	Middletown
<b>Air Compressors</b>	
Airline Manufacturing Company The	Warehouse Point
Spencer Turbine Co The	Hartford
<b>Air Conditioning</b>	
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk
<b>Air Impellers</b>	
The Torrington Manufacturing Co	Torrington
<b>Aircraft</b>	
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport
<b>Aircraft Accessories</b>	
Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs)	West Hartford
Warren McArthur Corp (Airplane Seatings)	Bantam
<b>Aircraft Electrical Testing Equipment</b>	
United Manufacturing Co Div United Advertising Corp	New Haven
<b>Aircraft Instruments</b>	
Gorn Electric Company Inc	Stamford
<b>Aircraft—Repair &amp; Overhaul</b>	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
<b>Air Ducts</b>	
Wiremold Co The (Retractable)	Hartford
<b>Aluminum Castings</b>	
Eastern Malleable Iron Company The	Naugatuck
Newton-New Haven Co. 688 Third Avenue	West Haven
<b>Aluminum Forgings</b>	
Scovill Manufacturing Company	Waterbury 91
<b>Aluminum Ingots</b>	
Lapides Metals Corp	New Haven
<b>Aluminum Lasts</b>	
Shoe Hardware Div U S Rubber Company	Waterbury
<b>Aluminum—Sheets &amp; Coils</b>	
United Smelting & Aluminum Co Inc	New Haven
<b>Ammunition</b>	
Remington Arms Co Inc and Peters Cartridge Div	Bridgeport
Winchester Repeating Arms Company Division	Olin Industries Inc.
<b>Anodizing</b>	
Conn Metal Finishing Co	Hamden
<b>Apparel Fabrics—Woolen &amp; Worsted</b>	
Broad Brook Company	Broad Brook
<b>Artificial Leather</b>	
Permatex Fabrics Corp The	Jewett City
<b>Asbestos</b>	
Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick)	Bridgeport
<b>Asbestos &amp; Rubber Packing</b>	
Colt's Manufacturing Company	Hartford
<b>Assemblies—Small</b>	
Greist Manufacturing Co The	New Haven
Han-Dee Spring and Manufacturing Co The (Small)	Hartford
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Auto Cable Housing</b>	
Wiremold Company The	Hartford
<b>Automatic Control Instruments</b>	
Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury
<b>Automobile Accessories</b>	
Kilborn-Sauer Company (lights and other accessories)	Fairfield
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing)	Bridgeport
<b>Automotive Friction Fabrics</b>	
Russell Mfg Co The	Middletown
<b>Automotive Parts</b>	
Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown
<b>Automotive &amp; Service Station Equipment</b>	
Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery)	Bridgeport
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
<b>Automotive Tools</b>	
Eis Manufacturing Company	Middletown
<b>Badges and Metals</b>	
Waterbury Companies Inc	Waterbury
<b>Bags—Paper</b>	
American Paper Goods Company The	Kensington
<b>Bakelite Moldings</b>	
Watertown Mfg Co The	Watertown
<b>Balls</b>	
Abbott Ball Co The (steel bearing and burnishing)	Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Kilian Steel Ball Corp The	Hartford
<b>Barrels</b>	
Abbott Ball Co The (burnishing and tumbling)	Hartford
Hartford Steel Ball Co The (tumbling)	Hartford
<b>Bathroom Accessories</b>	
Autoyre Company The	Oakville
Charles Parker Co The	Meriden
<b>Bath Tubs</b>	
Dextone Company	New Haven
<b>Bearings</b>	
Fafnir Bearing Co (ball)	New Britain
New Departure Div of General Motors (ball)	Bristol
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
<b>Bel lows</b>	
Bridgeport Thermostat Company Inc (metallic)	Bridgeport
<b>Bel lows Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bel lows Shaft Seal Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bells</b>	
Bevin Brothers Mfg Co.	East Hampton
Gong Bell Co The	East Hampton
Gaynor Electric Company Inc (and buzzers)	Bridgeport
N N Hill Brass Co The	East Hampton
<b>Belt Fasteners</b>	
Bristol Company The	Waterbury
Saling Manufacturing Company (patented self-aligning)	Unionville
<b>Belt ing</b>	
Hartford Belting Co	Hartford
Russell Mfg Co The	Middletown
Thames Belting Co The	Norwich
<b>Benches</b>	
Charles Parker Co The (piano)	Meriden
<b>Bends—Pipe or Tube</b>	
National Pipe Bending Co The	160 River St New Haven
<b>Bicycle Coaster Brakes</b>	
New Departure Div General Motors Corp	Bristol
<b>Bicycle Sundries</b>	
New Departure Div General Motors Corp	Bristol
<b>Binders Board</b>	
Colonial Board Company	Manchester
<b>Biological Products</b>	
Ernst Bischoff Company Inc	Ivoryton
<b>Blackening Salts for Metals</b>	
Mitchell-Bradford Chemical Co	Bridgeport
<b>Blades</b>	
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
<b>Blankets—Automatic</b>	
General Electric Company	Bridgeport
<b>Bleaching, Dyeing, Printing &amp; Finishing</b>	
Glasgo Finishing Co The	Glasgo
United States Finishing Company The (textile fabrics)	Norwich
<b>Blocks</b>	
Howard Company (cupola fire clay)	New Haven
<b>Blower Fans</b>	
Colonial Blower Company	Plainville
Spencer Turbine Co The	Hartford
<b>Blower Systems</b>	
Colonial Blower Company	Plainville
Ripley Co	Middletown
<b>Blueprints and Photostats</b>	
Joseph Merritt & Co	Hartford
<b>Boilers</b>	
Bigelow Co The	New Haven
Petroleum Heat & Power Co (domestic only)	Stamford
<b>Bolts and Nuts</b>	
Blake & Johnson Co The (nuts machine screws, bolts, stove)	Waterville
Clark Brothers Bolt Co	Milford
O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
<b>Bonderizing</b>	
Clairglow Mfg Company	Portland
Leeds Electric and Mfg Co The	Hartford
<b>Bottle Openers</b>	
Scovill Mfg Co (steel, anodized aluminum)	Waterbury
<b>Box Board</b>	
Lydal & Foulds Paper Co The	Manchester
National Folding Box Co Inc	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes</b>	
Clairglow Mfg Company (metal)	Portland
Felding Cartons Incorporated (paper, folding)	Manchester
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
<b>Boxes and Crates</b>	
City Lumber Co of Bridgeport Inc The	Bridgeport
<b>Boxes—Paper—Folding</b>	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Carpenter-Hayes Paper Box Co Inc The	East Hampton
M S Dowd Carton Co	Groton
National Folding Box Co Inc (paper folding)	New Haven
New Haven Pulp & Board Co The	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
S Curtis & Sons Inc	Sandy Hook
Warner Brothers Company The	Bridgeport
<b>Boxes—Paper—Setup</b>	
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterbury
Strouse Adler Company The	New Haven
<b>Braided Fiberglass Slewing</b>	
Ansonia O & C Co	Ansonia
<b>Brake Cables</b>	
Eis Manufacturing Co	Middletown
<b>Brake Linings</b>	
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Bridgeport
Russell Mfg Co The	Middletown
<b>Brake Service Parts</b>	
Eis Manufacturing Co	Middletown
<b>Brass &amp; Bronze</b>	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Scoville Manufacturing Company	Waterbury 91
Tinsheet Metals Co The (sheets and rolls)	Waterbury
<b>Brass &amp; Bronze Ingot Metal</b>	
Plume & Atwood Mfg Co The	Thomaston
Whipple and Choate Company The	Bridgeport
<b>Brass Goods</b>	
Plume & Atwood Mfg Co The (to order)	Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
Scovill Manufacturing Company (to order)	Waterbury 91
Winchester Repeating Arms Company Division	Olin Industries Inc.
<b>Brass Mill Products</b>	
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91





<b>Die Casting Dies</b> ABA Tool & Engineering Co Parker Stamp Works Inc The Weimann Bros Mfg Co The	Manchester Hartford Derby
<b>Die Castings (Aluminum &amp; Zinc)</b> Corbin Cabinet Lock Div American Hardware Corp	New Britain
<b>Die-Heads—Self Opening</b> Eastern Machine Screw Corp The Barclay Sls Geometric Tool Co The	Truman & New Haven New Haven
<b>Die Polishing Machinery</b> Hartford Special Machinery Co The	Hartford
<b>Dies</b> Hogson & Pettis Mfg Co The 141 Brewery St.	New Haven
<b>Dies and Die Sinking</b> Consolidated Industries	West Cheshire
<b>Dish Washing Machines</b> Colt's Manufacturing Company	Hartford
<b>Disk Harrows</b> Orkil Inc—Cutaway Harrow Division	Higginsum
<b>Door Closers</b> P & F Corbin Division The American Hardware Corp Sargent & Company Yale & Towne Manufacturing Company The	New Britain New Haven Stamford
<b>Dowel Pins</b> Allen Manufacturing Co The	Hartford
<b>Drafting Accessories</b> Joseph Merritt & Co	Hartford
<b>Drilling Machines</b> Henry & Wright Manufacturing Company The (sensitive)	Hartford
<b>Drilling and Tapping Machinery</b> Hartford Special Machinery Co The	Hartford
<b>Drop Forgings</b> Atwater Mfg Co Bridgeport Hdwe Mfg Corp The Capewell Mfg Company Consolidated Industries Wilcox Crittenden & Co Inc	Plantville Bridgeport Hartford West Cheshire Middletown
<b>Druggists' Rubber Sundries</b> Seamless Rubber Company The	New Haven
<b>Edged Tools</b> Collins Co The (axes and other edged tools)	Collinsville
<b>Elastic Braid</b> Ansonia O & C Co	Ansonia
<b>Elastic Webbing</b> Ansonia O & C Co Russell Mfg Co The	Ansonia Middletown
<b>Electric Appliances</b> General Electric Company	Bridgeport
<b>Electric Cables</b> Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Electric Circuit Breakers</b> Trumbull Electric Mfg Co The	Plainville
<b>Electric—Commutators &amp; Segments</b> Cameron Elec Mfg Co The (rewinding motors)	Ansonia
<b>Electric Cords</b> Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Electric Eye Control</b> United Cinophone Corporation	Torrington
<b>Electric Fixture Wire</b> Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Electric Hand Irons</b> Winsted Hardware Mfg Co (trade mark "Durabilt")	Winsted
<b>Electric Insulation</b> Case Brothers Inc Rogers Corporation The	Manchester Manchester
<b>Electric Knife Sharpeners</b> Gorn Electric Company Inc The	Stamford
<b>Electric Lighting Fixtures</b> Plume & Atwood Mfg Co The	Waterbury
<b>Electric Motor Controls</b> Arrow-Hart & Hegeman Electric Co The	Hartford
<b>Electrical Outlet and Switch Boxes, and Covers</b> General Electric Company	Bridgeport
<b>Electric Panel Boards</b> Federal Electric Products Co Inc Trumbull Electric Mfg Co The	Hartford Plainville
<b>Electric Safety Switches</b> Federal Electric Products Co Inc Trumbull Electric Mfg Co The	Hartford Plainville
<b>Electric Signs</b> United Advertising Corp	New Haven
<b>Electric Switches</b> Arrow-Hart & Hegeman Electric Co The	Hartford
<b>Electric Time Controls</b> R W Cranier Company Inc The	Centerbrook
<b>Electric Timepieces</b> New Haven Clock and Watch Co The (automobile and alarm)	New Haven
<b>Electric Wire</b> Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Electric Wiring Devices</b> Arrow-Hart & Hegeman Electric Co The	Hartford
<b>Electrical Circuit Breakers</b> Federal Electric Products Co Inc	Hartford
<b>Electrical Conduit Fittings &amp; Grounding Specialties</b> Gillette-Vibber Company The	New London
<b>Electrical Control Apparatus</b> Federal Electric Products Co Inc Trumbull Electric Mfg Co The	Hartford Plainville
<b>Electrical Goods</b> A C Gilbert Co	New Haven
<b>Electrical Insulation</b> Stevens Paper Mills Inc The	Windsor
<b>Electrical Motors</b> U S Electrical Motors Inc	Milford
<b>Electrical Recorders</b> Bristol Co The	Waterbury
<b>Electrical Relays and Controls</b> Allied Control Co	Plantville
<b>Electrical Wiring Systems</b> Wiremold Co The	Hartford
<b>Electronics</b> Crystal Research Laboratories Inc Gray Manufacturing Company The Ripley Co	Hartford Hartford Middletown
<b>Electroplating</b> National Sherardizing & Machine Co	Hartford
<b>Electroplating—Equipment &amp; Supplies</b> Enthone Inc MacDermid Incorporated	New Haven Waterbury
<b>Electroplating Processes &amp; Supplies</b> United Chromium Incorporated	Waterbury
<b>Electrotypes</b> W T Barnum & Co Inc (all classes)	New Haven
<b>Elevators</b> Eastern Machinery Co The (passenger and freight) General Elevator Service Co	New Haven Hartford
<b>Enameling</b> Conn Metal Finishing Co Leeds Electric and Mfg Co The (including wrinkle finishes) Waterbury Plating Company	Hamden Hartford Waterbury
<b>Enameling and Finishing</b> Clairglow Mfg Co	Portland
<b>Engines</b> Pratt & Whitney Aircraft Div Wolverine Motor Works Inc (diesel stationary marine)	United Aircraft East Hartford Bridgeport
<b>Envelopes</b> Curtis 1000 Inc United States Envelope Company, Hartford Division	Hartford Hartford
<b>Envelopes—Stock and Special</b> American Paper Goods Company The	Kensington
<b>Extractors—Tap</b> Walton Company The	West Hartford
<b>Eyelets</b> L. C. White Company The Platt Bros & Co The P O Box 1030 Plume & Atwood Mfg Co The Scovill Manufacturing Company	Waterbury Waterbury Waterbury Waterbury 91
<b>Eyelets, Ferrules and Wiring Terminals</b> Waterbury Companies Inc	Waterbury
<b>Eyelet Machine Products</b> Waterville Mfg Co The (size 15 machines only)	Waterville
<b>Fabricated Alloys</b> Rolock Inc (Heat Treating, Finishing)	Southport
<b>Fancy Dress Buttons and Buckles</b> Waterbury Companies Inc	Waterbury
<b>Fans—Electric</b> General Electric Company	Bridgeport
<b>Fasteners—Slide &amp; Snap</b> G E Prentice Mfg Co The Scovill Manufacturing Company (snap and slide fasteners)	Kensington Waterbury 91
<b>Felt</b> Auburn Manufacturing Company The (mechanical, cut parts)	Middletown
<b>Felt—All Purpose</b> American Felt Co (Mill & Cutting Plant)	Glenville
<b>Chas W House &amp; Sons Inc (Mills &amp; Plant)</b>	Cutting Unionville
<b>Fibre Board</b> Case Brothers Inc C H Norton Co The Rogers Corporation (Specialty) Stevens Paper Mills Inc The	Manchester North Westchester Manchester Windsor
<b>Film Spools</b> Watkins Manufacturing Co Inc	Milford
<b>Finger Nail Clippers</b> H C Cook Co The	32 Beaver St Ansonia
<b>File Cards</b> Standard Card Clothing Co The	Stafford Springs
<b>Firearms</b> Colt's Manufacturing Company Marlin Firearms Co The Remington Arms Company Inc Winchester Repeating Arms Company Division Olin Industries Inc	Hartford New Haven Bridgeport New Haven
<b>Fire Hose</b> Fabrics Fire Hose (municipal and industrial)	Sandy Hook
<b>Fireplace Goods</b> American Windshield & Specialty Co The 881 Boston Post Road John P Smith Co The (screens)	Milford 423-33 Chapel St
<b>Fireproof Floor Joists</b> Dextone Co The	New Haven
<b>Fireworks</b> M Backes' Sons Inc	Wallingford
<b>Fishing Tackle</b> Bevin-Wilcox Line Co The (lines)	East Hampton
<b>Flashlights</b> Winchester Repeating Arms Company Division Olin Industries Inc Winchester Repeating Arms Company Division Olin Industries Inc	New Haven New Haven New Haven
<b>Floor &amp; Ceiling Plates</b> Beaton & Cadwell Mfg Co The Gaynor Electric Co Inc	New Britain Bridgeport
<b>Fluorescent Lighting Equipment</b> Vanderman Manufacturing Co The Wiremold Company The	Willimantic Hartford
<b>Food Mixers—Electric</b> General Electric Company	Bridgeport
<b>Forgings</b> Clark Brothers Bolt Co Heppenstall Co (all kinds and shapes) Scovill Manufacturing Company (Non-ferrous)	Milldale Bridgeport Waterbury 91
<b>Foundries</b> Connecticut Malleable Castings Co (malleable iron castings) Sessions Foundry Co The (iron) Union Mfg Co (gray iron & semi steel)	New Haven Bristol New Britain
<b>Foundry Riddles</b> Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) John P Smith Co The	Middletown 423-33 Chapel St New Haven
<b>Furnaces</b> Rolock Inc (brass, galvanized steel)	Fairfield
<b>Furnaces</b> Norwalk Airconditioning Corp The (warm air, oil fired) W S Rockwell Company (Industrial)	South Norwalk Fairfield
<b>Furnace Linings</b> Mullite Refractories Co The	Shelton
<b>Furniture Pads</b> Gilman Brothers Company The	Gilman
<b>Fuses—Plug and Cartridge</b> General Electric Company	Bridgeport
<b>Gage Blocks</b> Fonda Gage Company (Fonda lifetime-carbide and steel)	Stamford
<b>Galvanizing</b> Malleable Iron Fittings Co Wilcox Crittenden & Co Inc	Brantford Middletown
<b>Galvanizing &amp; Electrical Plating</b> Gillette-Vibber Co The	New London
<b>Gaskets</b> Auburn Manufacturing Company The (from all materials) Raybestos Div of Raybestos-Manhattan Inc The	Middletown Bridgeport
<b>Gauges</b> Bristol Co The (pressure and vacuum—recording automatic control) Fonda Gage Company (special) Helicoid Gage Division American Chain & Cable Co Inc (pressure and vacuum)	Waterbury Stamford Bridgeport (Advt.)



## U T

**Lamps**  
Plume & Atwood Mfg Co The (metal oil) Waterbury  
**Lampholders—Incandescent and Fluorescent**  
General Electric Company Bridgeport

**Lamp Shades**  
Verplex Company The Essex

**Lathes—Contin-U-Matic**  
Bullard Company The (vertical multi-spindle-continuous turning type) Bridgeport

**Lathes—30H Man-Au-Trol**  
Bullard Company The (horizontal 3 spindle) Bridgeport

**Lathes—Multi-Au-Matic**  
Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

**Lathes—Vertical Turret**  
Bullard Company The (single spindle) Bridgeport

**Laundry Roll Covers**  
Atlas Powder Company (Revolute) Stamford

**Leather**  
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury  
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) Bethel

**Leather Dog Furnishings**  
Andrew B Hendryx Co The New Haven

**Leather Goods Trimmings**  
G E Prentice Mfg Co The Kensington

**Leather, Mechanical**  
Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown

**Letterheads**  
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

**Lighting Accessories—Fluorescent**  
General Electric Company Norfolk

**Lights—Trouble**  
General Electric Company Bridgeport

**Lighting Equipment**  
Miller Co The (Miller, Duplexalite, Meriden)

**Lithography**  
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford  
New Haven Printing Company The New Haven

**Locks—Banks**  
Yale & Towne Manufacturing Company The Stamford

**Locks—Builders**  
P & F Corbin Division The American Hardware Corp New Britain  
Sargent & Company New Haven  
Yale & Towne Manufacturing Company The Stamford

**Locks—Cabinet**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
Excelsior Hardware Co The Stamford  
Yale & Towne Manufacturing Company The Stamford

**Locks—Special Purpose**  
Yale & Towne Manufacturing Company The Stamford

**Locks—Suit-Case and Trimmings**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
Excelsior Hardware Co The Stamford

**Locks—Trunk**  
Yale & Towne Manufacturing Company The Stamford

**Locks—Zipper**  
Excelsior Hardware Co The Stamford

**Loom—Non-Metallic**  
Wiremold Company The Hartford

**Luggage Fabric**  
Falls Company The Norwich

**Lumber & Millwork Products**  
City Lumber Co of Bridgeport Inc Bridgeport

**Machine Bases**  
State Welding Co The (Fabricated Steel & Salvage of Broken Castings) Hartford

**Machine Tools**  
Bullard Company The Bridgeport

**Machine Work**  
Coulter & McKenzie Machine Co The (Light and heavy job and contract work) Bridgeport  
Fenn Manufacturing Company The (precision parts) Hartford  
Hartford Special Machinery Co The (contract work only) Hartford  
National Sherardizing & Machine Co (job) Hartford  
(Adv)

**Machine Work (Continued)**  
Parker Stamp Works Inc The (Special) Hartford  
Swan Tool & Machine Co The Hartford  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

**Machinery**  
Fenn Manufacturing Company The (Special) Hartford  
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport  
Hallden Machine Company The (mill) Thomaston  
Standard Machinery Co The (bookbinders) Mystic  
Torrington Manufacturing Co The (mill) Torrington

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**  
Rotwinik Brothers New Haven  
J L Lucas and Son Fairfield

**Machinery—Metal-Working**  
Bristol Metal-Working Equipment Hartford  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machines**  
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport  
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport  
Patent Button Company The Waterbury

**Machines—Automatic**  
A H Nilson Mach Co The (Special) Bridgeport

**Machines—Automatic Chucking**  
Bullard Company The Bridgeport  
New Britain-Gridley Machine Division The New Britain Machine Co. (multiple spindle and double end) New Britain

**Machines—Automatic Screw**  
New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) New Britain

**Machines—Automatic Shaft Turning**  
Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport

**Machines—Conveyor**  
Bullard Company The (Bullard-Dunn rotary conveyor indexing type) Bridgeport

**Machines—Conti-U-Matic**  
Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport

**Machines—Draw Benches**  
Fenn Manufacturing Company The Hartford

**Machines—Drill Spacing**  
Bullard Company The (Man-Au-Trol spacer—used in conjunction with radial drills) Bridgeport

**Machines—Drop Hammers**  
Fenn Manufacturing Company The Hartford

**Machines—Forming**  
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

**Machines—Mult-Au-Matic**  
Bullard Company The Bridgeport

**Machines—Paper Ruling**  
John McAdams & Sons Inc Norwalk

**Machines—Precision Boring**  
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

**Machines—Rolling**  
Fenn Manufacturing Company The Hartford

**Machines—Slotting**  
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

**Machines—Swaging**  
Fenn Manufacturing Company The Hartford

**Machines—Thread Rolling**  
Hartford Special Machinery Co The Hartford  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machines—Turks Head**  
Fenn Manufacturing Company The Hartford

**Machines—Well Drilling**  
Consolidated Industries West Cheshire

**Machines—Wire Drawing**  
Fenn Manufacturing Company The Hartford

**Mail Boxes**  
Airline Manufacturing Company The Warehouse Point

**Mail Boxes, Apartment & Residential**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Mailing Machines**  
Pitney-Bowes Inc Stamford

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Marine Engines**  
Killborn-Sauer Company (running lights and searchlights) Fairfield  
Lathrop Engine Co The Mystic

**Marine Equipment**  
Wilcox Crittenden & Co Inc Middletown

**Marine Reverse Gears**  
Snow-Nabstedt Gear Corp The New Haven

**Marking Devices**  
Hoggson & Pettis Mfg Co The New Haven  
Parker Stamp Works Inc The (steel) Hartford

**Matrices**  
W T Barnum & Co Inc New Haven

**Mattresses**  
Waterbury Mattress Co Waterbury

**Mechanics Hand Tools**  
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

**Metal Cleaners**  
Apothecaries Hall Co Waterbury  
MacDermid Incorporated Waterbury

**Metal Cleaning Machines**  
Colt's Manufacturing Company Hartford

**Metal Finishes**  
Mitchell-Bradford Chemical Co Bridgeport  
United Chromium Incorporated Waterbury

**Metal Finishing**  
National Sherardizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

**Metalizing**  
Conn Metal Finishing Co Hamden

**Metal Novelties**  
H C Cook Co The 32 Beaver St Ansonia

**Metal Products—Stampings**  
J H Sessions & Son Bristol  
Scovill Manufacturing Company (Made-to-Order) Waterbury 91

**Metal Specialties**  
Excelsior Hardware Co The Stamford

**Metal Stampings**  
Autoyre Co The (Small) Oakville  
Bridgeport Chain & Mfg Co Bridgeport  
DooVal Tool & Mfg Inc The Naugatuck  
Excelsior Hardware Co The Stamford  
Greist Mfg Co The 503 Blake St New Haven  
Hayes Metal Stampings Inc Hartford  
H C Cook Co The 32 Beaver St Ansonia  
J A Otterbein Company The (metal fabrications) Middletown

J H Sessions & Son Bristol  
Patent Button Co The Waterbury  
G E Prentice Mfg Co The Kensington  
Plume & Atwood Mfg Co The Waterbury  
Saling Manufacturing Company Unionville  
Stanley Works The New Britain  
Swan Tool & Machine Co The Hartford  
Verplex Company The (Contract) Essex

**Meters—Gas**  
Sprague Meter Company Bridgeport

**Meters—Parking**  
Rhodes Inc M H Hartford

**Microscope—Measuring**  
Lundberg Engineering Company Hartford

**Milk Bottle Carriers**  
John P Smith Co The 423-33 Chapel St New Haven

**Millwork**  
Hartford Builders Finish Co Hartford

**Millboard**  
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

**Milling Machines**  
Rowbottom Machine Company Inc (cam) Waterbury

**Mill Supplies**  
Wilcox Crittenden & Co Inc Middletown

**Minute Minders**  
Lux Clock Mfg Co The Waterbury

**Mirror Rosettes and Hangers**  
Waterbury Companies Inc Waterbury

**Mixing Equipment**  
Eastern Industries Inc New Haven

**Monuments**  
Beij & Williams Co The Hartford

**Motor Switches**  
Gaynor Electric Company Inc Bridgeport

**Moulded Plastic Products**  
Colt's Manufacturing Company Hartford  
Patent Button Co The Waterbury  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The 117 Echo Lake Road Watertown

**Mouldings**  
Himmel Brothers Co The (architectural, metal and store front) Hamden

**Moulds**  
ABA Tool & Engineering Co Manchester  
Hoggson & Pettis Mfg Co The (steel) New Haven  
114 Brewery St New Haven  
Lundberg Engineering Company (plastics) Hartford

Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford  
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

**Napper Clothing**  
Standard Card Clothing Co The (for textile mills) Stafford Springs

**Nickel Anodes**  
Apothecaries Hall Co Waterbury  
Seymour Mfg Co The Seymour

**Nickel Silver**  
Plume & Atwood Mfg Co The Thomaston  
Seymour Mfg Co The Seymour  
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

**Nickel Silver Ingot**  
Whipple and Choate Company The Bridgeport

**Night Latches**  
P & F Corbin Division The American Hardware Corp New Britain  
Sargent & Company New Haven  
Yale & Towne Manufacturing Company The Stamford

**Non-ferrous Metal Castings**  
Miller Company The Meriden

**Nuts, Bolts and Washers**  
Clark Brothers Bolt Co Milldale

**Office Equipment**  
Pitney-Bowes Inc Stamford  
Underwood Corporation Bridgeport & Hartford

**Offset Printing**  
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford  
New Haven Printing Company The New Haven

**Oil Burners**  
Malleable Iron Fittings Co (domestic) Branford  
Miller Company The (domestic) Meriden  
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford

Silent Glow Oil Burner Corp The Hartford  
1477 Park St  
W S Rockwell Company (Industrial) Fairfield

**Oil Burner Wick**  
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

**Oil Tanks**  
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk  
Whitlock Manufacturing Co The Hartford

**Optical Cores & Ingots**  
Plume & Atwood Mfg Co The Thomaston

**Outlets—Electric**  
General Electric Company Bridgeport

**Ovens**  
W S Rockwell Company (Industrial) Fairfield

**Package Sealers**  
Better Packages Inc Shelton

**Packing**  
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown  
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

**Padlocks**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
Sargent & Company New Haven  
Yale & Towne Manufacturing Company The Stamford

**Paints and Enamels**  
Staminate Corp The New Haven  
Tredennick Paint Mfg Co The Meriden

**Panta**  
Moore Special Tool Co (crush wheel dresser) Bridgeport  
(Adv.)

New Haven

Hartford

Bridgeport

Hartford

Waterbury

Waterbury

Lake Road

Watertown

ural, metal

Hamden

Manchester

(New Haven

Hartford

compression

Hartford

disting for

Bristol

for textile

and Springs

Waterbury

Seymour

Thomaston

Seymour

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Waterbury

Bridgeport

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w Britain

New Haven

pany The

Stamford

Meriden

Milldale

Stamford

Hartford

Connecticut

Hartford

New Haven

Branford

Meriden

e-commerce

Stamford

Hartford

Fairfield

Inc The

Bridgeport

OM gals,

nd)

Norwalk

Hartford

Thomaston

Bridgeport

Fairfield

Shelton

(leather,

Middletown

Inc The

Bridgeport

**Paperboard**  
 Connecticut Corrugated Box Div Robert Gair  
 Co Inc Portland  
 New Haven Pulp & Board Co The New Haven  
 Robertson Paper Box Co Montville

**Paper Boxes**  
 Atlantic Carton Corp (folding) Norwich  
 National Folding Box Co Inc (folding) New Haven

New Haven Pulp & Board Co The New Haven  
 Robertson Paper Box Co (folding) Montville

**Paper Boxes—Folding and Setup**  
 Bridgeport Paper Box Company Bridgeport  
 M Backes' Sons Inc Wallingford  
 Warner Brothers Company The Bridgeport

**Paper Clips**  
 H C Cook Co The (steel) 32 Beaver St Ansonia  
**Paper Tubes and Cores**

Sonoco Products Co (Climax-Lowell Div) Mystic  
 Sonoco Products Co (Climax-Lowell Div) Mystic

**Parallel Tubes**  
 Clairglow Mfg Company Portland  
**Parkerizing**

**Parking Meters**  
 Rhodes Inc M H Hartford  
**Passenger Transportation**

Connecticut Company The (local, suburban and  
 interurban) New Haven  
**Pet Furnishings**

Andrew B Hendryx Co The New Haven  
**Pharmaceutical Specialties**  
 Ernst Bischoff Company Inc Ivoryton

**Phosphor Bronze**  
 Miller Company The (sheets, strips, rolls) Meriden  
 Seymour Mfg Co The Seymour  
 Waterbury Rolling Mills Inc (sheets, strips,  
 rolls) Waterbury

**Phosphor Bronze Ingots**  
 Whipple & Choate Company The Bridgeport  
**Photographic Equipment**

Kalart Company Inc Plainville  
**Photo Reproduction**  
 New Haven Printing Company The New Haven

**Piano Repairs**  
 Pratt Read & Co Inc (keys and action) Ivoryton

**Piano Supplies**  
 Pratt Read & Co (keys and actions, backs,  
 plates) Ivoryton

**Pin Up Lamps**  
 Verplex Company The Essex  
**Pipe**

American Brass Co The (brass and copper) Waterbury  
 Bridgeport Brass Co (brass & copper) Bridgeport

Chas Brass & Copper Co (red brass and  
 copper) Waterbury  
 Crane Company (fabricated) Bridgeport  
 Howard Co (cement well and chimney) New Haven

**Pipe Fittings**  
 Corley Co Inc The (300# AAR) Plainville  
 Malleable Iron Fittings Co Branford

**Pipe Plugs**  
 Holo-Krome Screw Corporation The (counter-  
 sunk) West Hartford

**Plastics**  
 Naugatuck Chemical Division United States  
 Rubber Co Naugatuck

**Plastic Buttons**  
 Colt's Manufacturing Company Hartford  
 Frank Parizek Manufacturing Co The West Willington

Waterbury Companies Inc Waterbury  
 Patent Button Co The Waterbury

**Plastic Gems**  
 Colt's Manufacturing Company Hartford  
**Plastic—Moulders**

Colt's Manufacturing Company Hartford  
 Conn Plastics Waterbury  
 General Electric Company Meriden  
 Geo S Scott Mfg Co The Wallingford

Waterbury Companies Inc Waterbury  
 Watertown Mfg Co The Watertown

**Plastics—Moulds & Dies**  
 Parker Stamp Works Inc The (for plastics) Hartford

**Plasticrete Bloc**  
 Plasticrete Corp Hamden

**Plates—Switch**  
 General Electric Company Bridgeport  
**Platers**

Christie Plating Co Groton  
 Patent Button Co The Waterbury  
 Waterbury Plating Company Waterbury  
 Chromium Process Company The (Chromium  
 Plating only) Derby

**Plating**  
 Apothecaries Hall Company Waterbury  
 MacDermid Incorporated Waterbury

**Platers' Equipment**  
 Plume & Atwood Mfg Co The Thomaston  
**Plating**

Conn Metal Finishing Co Hamden  
**Plating Processes and Supplies**  
 United Chromium Incorporated Waterbury

**Plumbers' Brass Goods**  
 Bridgeport Brass Co Bridgeport  
 Keeney Mfg Co The (special bends) Newington

**Plumbers' Brass Goods**  
 Scovill Manufacturing Company Waterbury 48  
**Plumbing Specialties**

John M Russell Mfg Co Inc Naugatuck  
**Pole Line Hardware**  
 Malleable Iron Fittings Co Branford

**Polishing Wheels**  
 Williamsville Buff Div The Bullard Clark  
 Company Danielson

**Poly Chokes**  
 Poly Choke Company The (a shotgun choking  
 device) Tariffville

**Postage Meters**  
 Pitney-Bowes Inc Stamford  
**Powdered Metal Products**

Powmetco Inc East Port Chester  
 Waterbury Companies Inc Waterbury  
**Power Presses**

Fenn Manufacturing Company The Hartford  
**Prefabricated Buildings**  
 City Lumber Co of Bridgeport Inc The Bridgeport

**Preservatives—Wood, Rope, Fabric**  
 Darworth Incorporated ("Cuprinol") Simsbury  
**Press Buttons**

Gaynor Electric Company Inc Bridgeport  
**Press Papers**  
 Case Brothers Inc Manchester

**Presses**  
 Henry & Wright Manufacturing Company The  
 (automatic mechanical) Hartford

Standard Machinery Co The (plastic molding,  
 embossing, and die cutting) Mystic

**Presses—Power**  
 Waterbury Farrel Foundry & Machine Co  
 The Waterbury

**Pressure Vessels**  
 Norwalk Tank Co Inc The (unfired to ASME  
 Code Par U 69-70) South Norwalk

Whitlock Manufacturing Co The Hartford  
**Printing**  
 Case Lockwood & Brainard A Division of  
 Connecticut Printers Inc Hartford

Finlay Brothers Hartford  
 Heminway Corporation The Waterbury  
 Hunter Press Hartford

New Haven Printing Company The New Haven  
 Taylor & Greenough Co The Hartford  
 T B Simonds Inc Hartford

The Walker-Rackliff Company New Haven  
**Printing Machinery**  
 Thomas W Hall Company Stamford

**Printing Presses**  
 Banthin Engineering Co (automatic) Bridgeport  
**Printing Rollers**

Chambers-Storck Company Inc The (engraved) Norwich  
**Production Control Equipment**  
 United Cinephone Corporation Torrington

Wassell Organization (Produc-Trol) Westport  
**Production Welding**  
 Consolidated Industries West Cheshire

**Propellers—Aircraft**  
 Hamilton Standard Propellers Div United Air-  
 craft Corp East Hartford

**Pumps**  
 Yale & Towne Manufacturing Company The  
 (Tri-rotor) Stamford

**Pumps—Small Industrial**  
 Eastern Industries Inc New Haven  
**Pump Valves**

Colt's Manufacturing Company Hartford  
**Punches**  
 Hoggson & Pettis Mfg Co The (ticket & cloth)  
 141 Brewery St New Haven

**Putty Softeners—Electrical**  
 Fletcher Terry Co The Box 415 Forestville  
**Pyrometers**

Bristol Co The (recording and controlling) Waterbury  
**Quartz Crystals**  
 Crystal Research Laboratories Inc Hartford

**Radiation-Finned Copper**  
 Bush Manufacturing Co West Hartford  
 G & O Manufacturing Company The New Haven

Vulcan Radiator Co The (steel and copper) Hartford  
**Radio and Television Components**

General Electric Company Bridgeport  
**Radio Receivers**  
 General Electric Company Bridgeport

**Rayon Specialties**  
 Hartford Rayon Corporation The Rocky Hill  
**Rayon Yarns**  
 Hartford Rayon Corporation The Rocky Hill

**Reamers**  
 O K Tool Co Inc The (inserted tooth) Shelton  
**Recorders**  
 Bristol Co The (automatic controllers, tempera-  
 ture, pressure, flow, humidity) Waterbury

**Reduction Gears**  
 Snow-Nabstedt Gear Corp The New Haven  
**Refractories**  
 Howard Company New Haven

**Regulators**  
 Norwalk Valve Company (for gas and air) South Norwalk  
 Sorensen & Company Inc Stamford

**Resistance Wire**  
 C O Jelliff Mfg Co The (nickel, chromium,  
 kanthal) Southport  
**Respirators**  
 American Optical Company Safety Division  
 Putnam

**Retainers**  
 Hartford Steel Ball Co The (bicycle & auto-  
 motive) Hartford

**Riveting Machines**  
 Grant Mfg & Machine Co The Bridgeport  
 H P Townsend Manufacturing Co The Elmwood

L-R Mfg Div of The Ripley Co Torrington  
 Raybestos Div of Raybestos-Manhattan Inc The  
 (brake service equipment) Bridgeport

**Rivets**  
 Blake & Johnson Co The (brass, copper and  
 non-ferrous) Waterville

Clark Brothers Bolt Co Milldale  
 Connecticut Manufacturing Company The Waterbury  
 Plume & Atwood Mfg Co The Waterbury

J H Sessions & Sons Bristol  
 Raybestos Div of Raybestos-Manhattan Inc The  
 (brass and aluminum tubular and solid cop-  
 per) Bridgeport

Raybestos Div of Raybestos-Manhattan Inc The  
 (iron) Bridgeport  
**Roasters—Electric**

General Electric Company Bridgeport  
**Rods**  
 Bristol Brass Corp The (brass and bronze) Bristol

Scovill Manufacturing Company (brass and  
 bronze) Waterbury 91  
**Roller Skates**

Winchester Repeating Arms Company Division  
 Olin Industries Inc New Haven  
**Rolling Mills and Equipment**

Waterbury Farrel Foundry & Machine Co  
 The Waterbury  
**Rope Wire**

American Steel & Wire Company New Haven  
**Rubber Chemicals**  
 Naugatuck Chemical Division United States  
 Rubber Co Naugatuck

Stamford Rubber Supply Co The Naugatuck  
 (Vulcanized Vegetable Oils) Stamford  
**Rubberized Fabrics**

Duro-Gloss Rubber Co The New Haven  
**Rubber Footwear**  
 Goodyear Rubber Co The Middletown

United States Rubber Company (Keds, Kedettes,  
 Gaytees, U S Royal Footwear) Naugatuck  
**Rubber Gloves**

Seamless Rubber Company The New Haven  
**Rubber Heels**  
 Danbury Rubber Co Inc The Danbury

**Rubber Latex Compounds and Dispersions**  
 Naugatuck Chemical Division United States  
 Rubber Co (coating, impregnating and adhe-  
 sive compounds) Naugatuck

**Rubber Products, Mechanical**  
 Auburn Manufacturing Company The (washers,  
 gaskets, molded parts) Middletown

**Rubber—Reclaimed**  
 Naugatuck Chemical Division United States  
 Rubber Co Naugatuck

**Rubber Soles**  
 Danbury Rubber Co Inc The Danbury  
**Rubber Tile**

Danbury Rubber Co Inc The Danbury  
**Rubbish Burners**  
 John P Smith Co The 423-33 Chapel St  
 New Haven

**Safety Clothing**  
 American Optical Company Safety Division  
 Putnam

(Advt.)



# IT'S MADE IN CONNECTICUT

<b>Safety Fuses</b>	
Ensign-Bickford Co The (mining & detonating)	Simsbury
<b>Safety Gloves and Mittens</b>	
American Optical Company Safety Division	Putnam
<b>Safety Goggles</b>	
American Optical Company Safety Division	Putnam
<b>Sandblasting</b>	
Beij & Williams Co The	Hartford
<b>Sandwich Grills—Electric</b>	
General Electric Company	Bridgeport
<b>Saw Blades</b>	
Capewell Mfg Co The (Hack Saw, Band Saw)	Hartford
<b>Saws, Band, Metal Cutting</b>	
Atlantic Saw Mfg Co	New Haven
<b>Scales—Industrial Dial</b>	
Kron Company The	Bridgeport
<b>Scissors</b>	
Acme Shear Company The	Bridgeport
<b>Screens</b>	
Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford
<b>Screw Caps</b>	
Weimann Bros Mfg Co The (small for bottles)	Derby
<b>Screws</b>	
Atlantic Screw Works (wood)	Hartford
Blake & Johnson Co The (machine and wood)	Waterville
Bristol Company The (socket set cap screws)	Waterville
Charles Parker Co The (wood)	Meriden
Clark Brothers Bolt Co	Milldale
Connecticut Mfg Co The (machine)	Waterbury
Corbin Screw Div American Hardware Corp	New Britain
Holo-Chrome Screw Corporation The (socket set and socket cap)	West Hartford
Scovill Manufacturing Company	Waterbury 91
<b>Screw Machines</b>	
H P Townsend Mfg Company The	Elmwood
<b>Screw Machine Accessories</b>	
Barnaby Manufacturing and Tool Company	Bridgeport
<b>Screw Machine Products</b>	
Apex Tool Co Inc The	Bridgeport
Blake & Johnson Co The	Waterville
Bristol Screw Corporation	Plainville
Centerless Grinding Co Inc The (Heat treated and ground type only)	19 Staples Street
Connecticut Manufacturing Company The	Waterbury
Consolidated Industries	West Cheshire
Corbin Screw Div American Hardware Corp	New Britain
Eastern Machine Screw Corp The	
Truman & Barclay Sts	New Haven
Fairchild Screw Products Inc	Winsted
Franklin Screw Machine Co The (up to 1½" capacity)	Hartford
Greist Mfg Co The (Up to 1½" capacity)	New Haven
Humason Mfg Co The	Forestville
Lowie Mfg Co The	Wethersfield
National Automatic Products Company The	Berlin
Nelson's Screw Machine Products	Plainville
New Britain Machine Company The	New Britain
Olson Brothers Company (up to ¾" capacity)	Plainville
Peck Spring Co The	Waterville
Plume & Atwood Mfg Co The	Waterbury 91
Scovill Manufacturing Company	New Haven
Wallace Metal Products Co Inc	New Haven
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic)	Waterville
Waterville Mfg Co The	Waterville
Watkins Manufacturing Co Inc	Millford
<b>Screw Machine Tools</b>	
Somma Tool Co (precision circular form tools)	Waterbury
<b>Screws—Socket</b>	
Allen Manufacturing Company The	Hartford
<b>Sealing Tape Machines</b>	
Better Packages Inc	Shelton
<b>Sewing Machines</b>	
Greist Mfg Co The (Sewing machine attachments)	503 Blake St New Haven
Merrow Machine Co The (Industrial)	Hartford
Singer Manufacturing Company The (industrial)	Bridgeport
<b>Shaving Soaps</b>	
J B Williams Co The	Glastonbury
<b>Shears</b>	
Acme Shear Co The (household)	Bridgeport
<b>Shells</b>	
Wolcott Tool and Manufacturing Company Inc	Waterbury
<b>Sheet Metal Products</b>	
Airline Manufacturing Company The	Warehouse Point
American Brass Co The (brass and copper)	Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
Plume & Atwood Mfg Co The	Waterbury
United Advertising Corp Manufacturing Division (Job and Production Runs)	New Haven
<b>Sheet Metal Stampings</b>	
American Buckle Co The	West Haven
DooVal Tool & Mfg Inc The	Naugatuck
J H Sessions & Son	Bristol
Patent Button Co The	Waterbury
Plume & Atwood Mfg Co The	Waterbury
<b>Shipment Sealers</b>	
Better Packages Inc	Shelton
<b>Shoe and Corset Laces</b>	
Ansonia O & C Co	Ansonia
<b>Showcase Lighting Equipment</b>	
Wiremold Company The	Hartford
<b>Shower Stalls</b>	
Dextone Company	New Haven
<b>Signals</b>	
H C Cook Co The (for card files)	Ansonia
32 Beaver St	Waterbury
<b>Sizing and Finishing Compounds</b>	
American Cyanamid & Chemical Corp	Waterbury
<b>Slide Fasteners</b>	
G E Prentice Mfg Co The	Kensington
North & Judd Manufacturing Co	New Britain
Patent Button Co The	Waterbury
Shoe Hardware Div U S Rubber Company (Kwik zippers)	Waterbury
<b>Slings</b>	
American Steel & Wire Company	New Haven
<b>Smoke Stacks</b>	
Bigelow Company The (steel)	New Haven
<b>Soap</b>	
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
<b>Solder—Soft</b>	
Torrey S Crane Company	Plantsville
<b>Special Machinery</b>	
Henry & Wright Manufacturing Company The	Hartford
H P Townsend Mfg Company The	Elmwood
Lundberg Engineering Company	Hartford
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Swan Tool & Machine Co The	Hartford
<b>Special Parts</b>	
Greist Mfg Co The (small machines, especially precision stampings)	New Haven
<b>Special Industrial Locking Devices</b>	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
<b>Special Tools &amp; Dies</b>	
Lundberg Engineering Company	Hartford
<b>Spinnings</b>	
Gray Manufacturing Company The	Hartford
<b>Sponge Rubber</b>	
Sponge Rubber Products Co The	Shelton
United States Rubber Company	Naugatuck
<b>Spring Colling Machines</b>	
Torrington Manufacturing Co The	Torrington
<b>Spring Units</b>	
Owen Silent Spring Co Inc (mattresses and furniture)	Bridgeport
<b>Spring Washers</b>	
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Springs—Coil &amp; Flat</b>	
Han-Dee Spring and Manufacturing Co The (Coil and Flat)	Hartford
Humason Mfg Co The	Forestville
New England Spring Manufacturing Company	Unionville
Peck Spring Co The	Plainville
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Springs—Flat</b>	
Wallace Barnes Co The Div Associated Spring Corp	Bristol
New England Spring Manufacturing Company	Unionville
<b>Springs—Furniture</b>	
Owen Silent Spring Co Inc	Bridgeport
<b>Springs—Wire</b>	
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
D R Templeman Co (jewelry)	Plainville
J W Bernston Company (coil and torsion)	Plainville
New England Spring Mfg Co	Unionville
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Springs, Wire &amp; Flat</b>	
Autoyre Company The	Oakville
<b>Stamped Metal Products</b>	
Waterbury Companies Inc	Waterbury
<b>Stamps</b>	
Hoggson & Pettis Mfg Co The (steel)	
141 Brewery St	New Haven
Parker Stamp Works Inc The (steel)	Hartford
<b>Stampings</b>	
Donahue Mfg Co Inc	Watertown
DooVal Tool & Mfg Inc The	Naugatuck
Han-Dee Spring and Manufacturing Co The (small)	Hartford
Plume & Atwood Mfg Co The (small)	Waterbury
<b>Stampings—Small</b>	
Greist Manufacturing Co The	New Haven
L C White Company The	Waterbury
Rogers Corporation (Fibre Cellulose Paper)	Manchester
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Stationery Specialities</b>	
Waterbury Companies Inc	Waterbury
<b>Steel</b>	
Stanley Works The (hot and cold rolled strip)	New Britain
<b>Steel Castings</b>	
Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave Hartford
Malleable Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
<b>Steel—Cold Rolled Spring</b>	
Wallace Barnes Co The Div Associated Spring Corp	Bristol
<b>Steel—Cold Rolled Stainless</b>	
Wallingford Steel Company	Wallingford
<b>Steel—Cold Rolled Strip and Sheets</b>	
American Steel & Wire Company	New Haven
Detroit Steel Corporation	New Haven
Wallingford Steel Company	Wallingford
<b>Steel Goods</b>	
Merriam Mfg Co (sheets products to order)	Durham
<b>Steel Strapping</b>	
Stanley Works The	New Britain
<b>Stereotypes</b>	
W T Barnum & Co Inc	New Haven
<b>Stop Clocks, Electric</b>	
H C Thompson Clock Co The	Bristol
<b>Straps, Leather</b>	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown
<b>Studio Couches</b>	
Waterbury Mattress Co	Waterbury
<b>Super Refractories</b>	
Mullite Refractories Co The	Shelton
<b>Surface Metal Raceways &amp; Fittings</b>	
Wiremold Company The	Hartford
<b>Surgical Dressings</b>	
Acme Cotton Products Co Inc	East Killingly
Seamless Rubber Company The	New Haven
<b>Surgical Rubber Goods</b>	
Seamless Rubber Company The	New Haven
<b>Switches—Electric</b>	
General Electric Company	Bridgeport
<b>Swaging Machinery</b>	
Hartford Special Machinery Co The	Hartford
<b>Switchboards Wire and Cables</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Synchronous Motors</b>	
R W Cramer Company Inc The	Centerbrook
<b>Tanks</b>	
Bigelow Company The (steel)	New Haven
State Welding Co The	Hartford
Storts Welding Company (steel and alloy)	Meriden
<b>Tape</b>	
Russell Mfg Co The	Middletown
<b>Tap Extractors</b>	
Walton Company The	West Hartford
<b>Taps, Collapsing</b>	
Geometric Tool Co The	New Haven
<b>Tarred Lines</b>	
Brownell & Co Inc	Moodus
<b>Telemetering Instruments</b>	
Bristol Co The	Waterbury
<b>Television Receivers</b>	
General Electric Company	Bridgeport
<b>Testers—Non-Destructive</b>	
Sperry Products Inc	Danbury
<b>Textile Machinery</b>	
Merrow Machine Co The	Hartford
2814 Laurel St	
<b>Textile Mill Supplies</b>	
Ernst Bischoff Company Inc	Ivoryton (Advt.)



Oakville  
WaterburyNew Haven  
HartfordWatertown  
Hartford  
HartfordWaterbury  
New Haven  
Waterbury  
Manchester  
Spring  
BristolWaterbury  
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**Textile Processors**  
American Dyeing Corporation (rayon, acetate) Rockville  
Aspinook Corp The (cotton) Jewett City

**Thermometers**  
Bristol Co The (recording and automatic control) Waterbury  
Manning Maxwell & Moore Inc Bridgeport

**Thermostats**  
Bridgeport Thermostat Company Inc (automatic) Bridgeport

**Thin Gauge Metals**  
Plume & Atwood Mfg Co The Thomaston  
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

**Thread**  
American Thread Co The Willimantic  
Belding Heminway Corticelli Putnam  
Gardner Hall Jr Co The (cotton sewing) South Willington

**Thread Rolling Machinery**  
Lloyd E Cone Thread Co The (industrial cotton sewing) Moodus  
Max Pollack & Co Inc Groton and Willimantic  
Wm Johl Manufacturing Co Mystic

**Threading Machines**  
Hartford Special Machinery Co The Hartford  
Grant Mfg & Machine Co The (double and automatic) Bridgeport

**Time Recorders**  
Stromberg Time Corp Thomaston

**Timers, Interval**  
A W Haydon Co The Waterbury  
H C Thompson Clock Co The Bristol  
R W Cramer Company Inc The Centerbrook  
Rhodes Inc M H Hartford

**Timing Devices**  
A W Haydon Co The Waterbury  
R W Cramer Company Inc The Centerbrook  
Lux Clock Manufacturing Company Waterbury  
Rhodes Inc M H Hartford  
Seth Thomas Clocks Thomaston  
United States Time Corporation The Waterbury

**Timing Devices & Time Switches**  
A W Haydon Co The Waterbury  
Lux Clock Manufacturing Company Waterbury  
M H Rhodes Inc Hartford

**Tinning**  
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury  
Wilcox Crittenden & Co Inc Middletown

**Tools**  
Hogson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven  
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

**Tool Chests**  
Vanderman Manufacturing Co The Willimantic

**Tools & Dies**  
Moore Special Tool Co Bridgeport  
Swan Tool & Machine Co The Hartford

**Tools, Dies & Fixtures**  
Fonda Gage Company (also jigs) Stamford  
Greist Mfg Co The New Haven

**Tools, Hand & Mechanical**  
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

**Toys**  
A C Gilbert Company New Haven  
Geo S Scott Mfg Co The Wallingford  
Gong Bell Co The East Hampton  
N N Hill Brass Co The East Hampton  
Waterbury Companies Inc Waterbury

**Toys and Novelties**  
Waterbury Companies Inc Waterbury

**Tramways**  
American Steel & Wire Company New Haven

**Trucks—Industrial**  
George P Clark Co Windsor Locks

**Trucks—Lift**  
Excelsior Hardware Co The Stamford  
George P Clark Co Windsor Locks

**Trucks—Skid Platforms**  
Excelsior Hardware Co The (lift) Stamford

**Tube Bending**  
Donahue Mfg Co Inc Watertown

**Tube Clips**  
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia  
Weimann Bros Mfg Co The (for collapsible tubes) Derby

**Tube Fittings**  
Scovill Mfg Co ("Uniflare") Waterbury

**Tubing**  
American Brass Co The (brass and copper) Waterbury  
Bridgeport Brass Company (brass and copper) Bridgeport  
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing—Heat Exchanger**  
Scovill Manufacturing Company Waterbury 91

**Typewriters**  
Royal Typewriter Co Inc Hartford  
Underwood Corporation Hartford

**Typewriters—Portable**  
Underwood Corporation Hartford

**Typewriter Ribbons and Supplies**  
Underwood Corporation Hartford and Bridgeport

**Underclearer Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Uniform Buttons**  
Waterbury Companies Inc Waterbury

**Union Pipe Fittings**  
Corley Co Inc The (300# AAR) Plainville

**Upholstering Fabrics—Woolen & Worsted**  
Broad Brook Company (automobile, airplane, railroad) Broad Brook

**Vacuum Bottles and Containers**  
American Thermos Bottle Co Norwich

**Vacuum Cleaners**  
Electrolux Corporation Old Greenwich  
Spencer Turbine Co The Hartford

**Valves**  
Norwalk Valve Company (sensitive check valves) South Norwalk  
W S Rockwell Company (Industrial) Fairfield

**Valve Discs**  
Colt's Manufacturing Company Hartford

**Valves—Automatic Air**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Automobile Tire**  
Bridgeport Brass Company Bridgeport

**Valves—Radiator Air**  
Bridgeport Brass Company Bridgeport

**Valves—Relief & Control**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Safety & Relief**  
Manning Maxwell & Moore Inc Bridgeport

**Varnishes**  
Staminit Corp The New Haven

**Velvets**  
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington  
Leiss Velvet Mfg Co Inc The Willimantic  
Velvet Textile Corporation The (velveteen) West Haven

**Ventilating Systems**  
Colonial Blower Company Plainville

**Vibrators—Pneumatic**  
New Haven Vibrator Company (industrial) New Haven

**Vises**  
Charles Parker Co The Meriden  
Fenn Manufacturing Company The (Quick Action Vices) Hartford  
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

**Waffle Irons—Electric**  
General Electric Company Bridgeport

**Washers**  
American Felt Co (felt) Glenville  
Auburn Manufacturing Company The (all materials) Middletown  
Blake & Johnson The (brass, copper & non-ferrous) Waterville  
Clark Brothers Bolt Co Middletown  
J H S-sions & Son Bristol  
Plume & Atwood Mfg Co The (brass & copper) Waterbury  
Raybestos Div of Raybestos-Manhattan Inc The (clutch washers) Bridgeport  
Saling Manufacturing Company (made to order) Unionville  
Sessions Foundry Co The (cast iron) Bristol

**Washers—Felt**  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Washing Machines—Electric**  
General Electric Company Bridgeport

**Watches**  
Benrus Watch Co 30 Cherry St Waterbury  
E Ingraham Co The Bristol  
New Haven Clock and Watch Co The (pocket & wrist) New Haven  
United States Time Corporation The Waterbury

**Water Heaters**  
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

**Water Heaters—Electric**  
Bauer & Company Inc Hartford

**Waterproof Dressings for Leather**  
Viscol Company The Stamford

**Wedges**  
Saling Manufacturing Company (hammer & axe) Unionville

**Welding**  
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven  
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford  
Porupine Company The Bridgeport  
State Welding Co The (Equipment Mfg & Steel Fabricators) Mira & Hartford

**Welding—Lead**  
Storts Welding Company (tanks and fabrication) Meriden

**Welding Rods**  
Bristol Brass Co The (brass & bronze) Bristol

**Wheels—Industrial**  
George P Clark Co Windsor Locks

**Wicks**  
Auburn Manufacturing Company The (felt, asbestos) Middletown  
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks) Bridgeport  
Russell Mfg Co The Middletown

**Window & Door Guards**  
Hartford Wire Works Co The Hartford

**Wire**  
American Steel & Wire Company New Haven  
Atlantic Wire Co The (steel) Branford  
Bartlett Hair Spring Wire Co The (hair spring) North Haven  
Bridgeport Brass Company (brass and silicon bronze) Bridgeport  
Bristol Brass Corp The (brass & bronze) Bristol  
Driscoll Wire Co The (steel) Shelton  
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted  
Platt Bros & Co The (zinc wire) Waterbury  
P O Box 1030

**Wire (Continued)**  
Plume & Atwood Mfg Co The (brass, bronze, nickel, silver) Thomaston  
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

**Wire Arches & Trellises**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Baskets**  
Rolock Inc (Industrial—for acid, heat, degreasing) Fairfield

**Wire Cable**  
Bevin-Wilcox Line Co The (braided) East Hampton

**Wire Cloth**  
Hartford Wire Works Co The Hartford  
C O Jelliff Mfg Co The (all metal, all meshes) Southport  
Pequot Wire Cloth Co Inc Norwalk  
Rolock Incorporated Fairfield  
Smith Co The John P New Haven

**Wire Drawing Dies**  
Waterbury Wire Die Co The Waterbury

**Wire Dipping Baskets**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Formings**  
Autoyre Co The Oakville  
G E Prentice Mfg Co The Kensington  
North & Judd Manufacturing Co New Britain  
Verplex Company The Essex

**Wire Forms**  
Colonial Spring Corporation The Hartford  
Connecticut Spring Corporation The Hartford  
Humason Mfg Co The Forestville  
New England Spring Mfg Co Unionville  
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Wire Goods**  
American Buckle Co The (overall trimmings) West Haven  
Patent Button Co The Waterbury  
Scovill Manufacturing Company (To Order) Waterbury 91

**Wire Partitions**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Products**  
Clairglow Mfg Company Portland  
Plume & Atwood Mfg Co The (to order) Waterbury

**Wire Reels**  
A H Nilson Mach Co The Bridgeport

**Wire Rings**  
American Buckle Co The (pan handles and tinner's trimmings) West Haven

**Wire Rope and Strand**  
American Steel & Wire Company New Haven

**Wire Shapes**  
Bridgeport Chain & Mfg Co Bridgeport

**Wire—Specialties**  
Andrew B Hendryx Co The New Haven  
(Adv.)

## The Right to Choose Our Work

(Continued from page 43)

The catalog says of this film:

"It is a stirring tribute to the American way of life, and to the nation's youth in whose hands lies the future.

"It is the summing up of all the attributes of liberty, the things we hold sacred, and upon whose foundations our country was founded, built and grew to greatness.

"Comparisons of American industry, past and present, and of American production in factory, mine and farm, in contrast with other lands, make an inspiring picture."

### Culminating Activity

Use the material prepared for the imaginary "Voice of America" radio program for a closing program. Invite outside groups to see and hear the stories and plays. The program will be more effective if the stage is arranged to look like a broadcasting room at a radio station, and if those taking part in the program stand before a microphone. There should also be a narrator who acts as radio announcer.

## It's Made In Connecticut

(Continued from page 51)

<b>Wires and Cab'e</b>	
General Electric Company (for central stations, industrial and mining applications)	Bridgeport
Rockbestos Products Corporation (asbestos insulated)	New Haven
<b>Wires—Building</b>	
General Electric Company	Bridgeport
<b>Wires—Telephone</b>	
General Electric Company	Bridgeport
<b>Wood Handles</b>	
Salisbury Cutlery Handle Co The (for cutlery & small tools)	Salisbury
<b>Wood Scrapers</b>	
Fletcher-Terry Co The	Forestville
<b>Woodwork</b>	
C H Dresser & Sons Inc (Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford
<b>Woven Awning Stripes</b>	
Falls Company The	Norwich
<b>Woven Felts—Wool</b>	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Yarns</b>	
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns)	Unionville
Aldon Spinning Mills Corporation The (finewoolen and specialty)	Talcottville
Ensign-Bickford Co The (jute carpet)	Simsbury
<b>Zinc</b>	
Platt Bros & Co The (ribbon, strip and wire)	Waterbury
P O Box 1030	
<b>Zinc Castings</b>	
Newton-New Haven Co Inc	688 Third Ave West Haven

## Youth Takes Over the Bosses' Jobs at General Electric Company

(Continued from page 8)

gram. If following programs have the same effect upon those participating in them as this one has had for us, they are really aiding youth in preparing for their future vocations in industry.

"In addition to prizes carried off and the considerable amount of knowledge and information gained by all, certain others had the extra dividend of souvenirs made by themselves. For instance, Barbara Warren, who worked in the Consumers' Institute, baked a cake which she took home with her. Those students who worked in the Photo Studio took home photographs which they shot, developed and printed themselves, while those in the Advertising group took home with them sketches and advertising copy which they created themselves.

"All in all it was an exciting and an interesting day for which all of us are extremely thankful."

### Promotion and Publicity

Although a general press release was mailed to local Bridgeport papers and radio stations announcing the "Youth In Industry Day" program, the G. E. "Works News," employee newspaper, was used as the chief medium for the promotion of the program. For several weeks preceding the event, its pages carried numerous stories and reminders into the homes of employees. These stories outlining contest rules and progress being made, and illustrated announcements from the contest committee and management, all contributed to the enthusiastic response to the project. Among the headlines of stories appearing weekly in the "Works News" beginning November 11 were: "Teenagers to Run Works on 'Youth In Industry Day,'" "Youth In Industry Day' Opportunities Listed; Experienced Employees Guides," "Top Bridgeport Works Jobs, Valuable Prizes Await 'Youth In Industry' Letter Writers," "Youth In Industry' Interest Rises," "Letters Will Open Doors," "More Attractions Added for 'Youth In Industry Day,'" "Robert Curlee Chosen Works Manager for 'Youth' Day; 31 Students Selected to Participate in Day's Program."

## Service Section

**POSITION WANTED:** Young man, having degree of Bachelor of Science in Commerce, would like an opportunity where rotated training is available on the first assignments. Eventually looking to work requiring control through records, production, sales or accounting. Address: PW-1482.

**EXECUTIVE EXPERIENCE FOR HIRE.** Advertising, merchandising, sales. You can profit on my eleven years' experience with a large national advertiser. Please write PW-1483, CONNECTICUT INDUSTRY, for interview or résumé.

**MECHANICAL ENGINEER** with advanced degree and excellent academic record plus three years of industrial experience in research and development work desires to locate in Connecticut; young man of ideas, imagination and initiative, used to responsibility and successful operation under budget. Address PW-1482

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# RELIANCE *Job-Fitted* SERVICE WORKS FOR YOU—

**RELIANCE**  
*Job-Fitted*  
**PRODUCTS AND  
SERVICES**

## COLD ROLLED STRIP STEEL\*

Coils . . . Cut Lengths . . . All Tempers

Slit, Sheared, Deburred  
and Round Edge

From WAREHOUSE and  
MILL DEPOT STOCKS,  
or DIRECT-FROM-MILL

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in Name and in Fact

## SHEETS

Cold Rolled . . . Hot Rolled  
Hot Rolled Pickled . . . Long Terme  
Galvanized

Standard or production sizes  
or cut to actual working  
dimensions

PRIMES  
or COST-SAVING SECONDS\*\*

From  
WAREHOUSE STOCKS

\*\*Reliance Job-Fitting Methods  
apply to seconds as  
well as primes

It would be a miracle if even a large warehouse could always furnish exactly what you need, as much as you need, when you need it. That holds true whether steel is plentiful or scarce.

Reliance JOB-FITTED service recognizes that fact. That is why it goes deeper than routine order taking and order filling. It means a business-like study of the mechanical as well as the economic aspects of your job.

The result . . . material best suited to do a specific job at a specific time . . . and all factors considered, at lowest cost to you.



**DEPENDABLE DAN  
OUR CUSTOMERS' MAN**

*We'll gladly demonstrate,  
subject to availability  
of material.*

**For Immediate Action Call The Nearest Reliance Plant or Office:**

## DETROIT STEEL CORPORATION

### PRODUCERS OF

Coke and Coal Chemicals • Pig Iron • Ingots  
Slabs • Sheet Bars • Billets • Wire Rods  
Manufacturers' Wire • Merchant Wire Products  
Cold Rolled Strip Steel

**GENERAL OFFICES  
DETROIT 9, MICHIGAN**

## RELIANCE STEEL DIVISION

Processors and Distributors JOB-FITTED Sheet and Strip Steel

GENERAL OFFICES — BOX 4308 — PORTER STATION, DETROIT 9, MICHIGAN  
PLANTS

CLEVELAND PLANT, 3344 E. 80th St., Vulcan 3-3600, Cleveland 4, O.

DETROIT PLANT, 13770 Joy Road, Webster 3-5886, Detroit 28, Mich.

EASTERN PLANT, State & Edmund Sts. (Hamden), New Haven 7-5781, New Haven 7, Conn.

MIDWEST PLANT, 1801 South Wolcott Ave., Canal 6-2442, Chicago 8, Ill.

### OFFICES

DAVENPORT, IOWA, 629 Davenport Bank Bldg., Phone 3-7290

DETROIT 4, MICH., 6701 Ewerth Blvd., TYler 5-7212

GRAND RAPIDS 2, MICH., 326 Koster Bldg., GLendale 6-0580

INDIANAPOLIS 4, IND., 1480 Fletcher Trust Bldg., FRanklin 3429

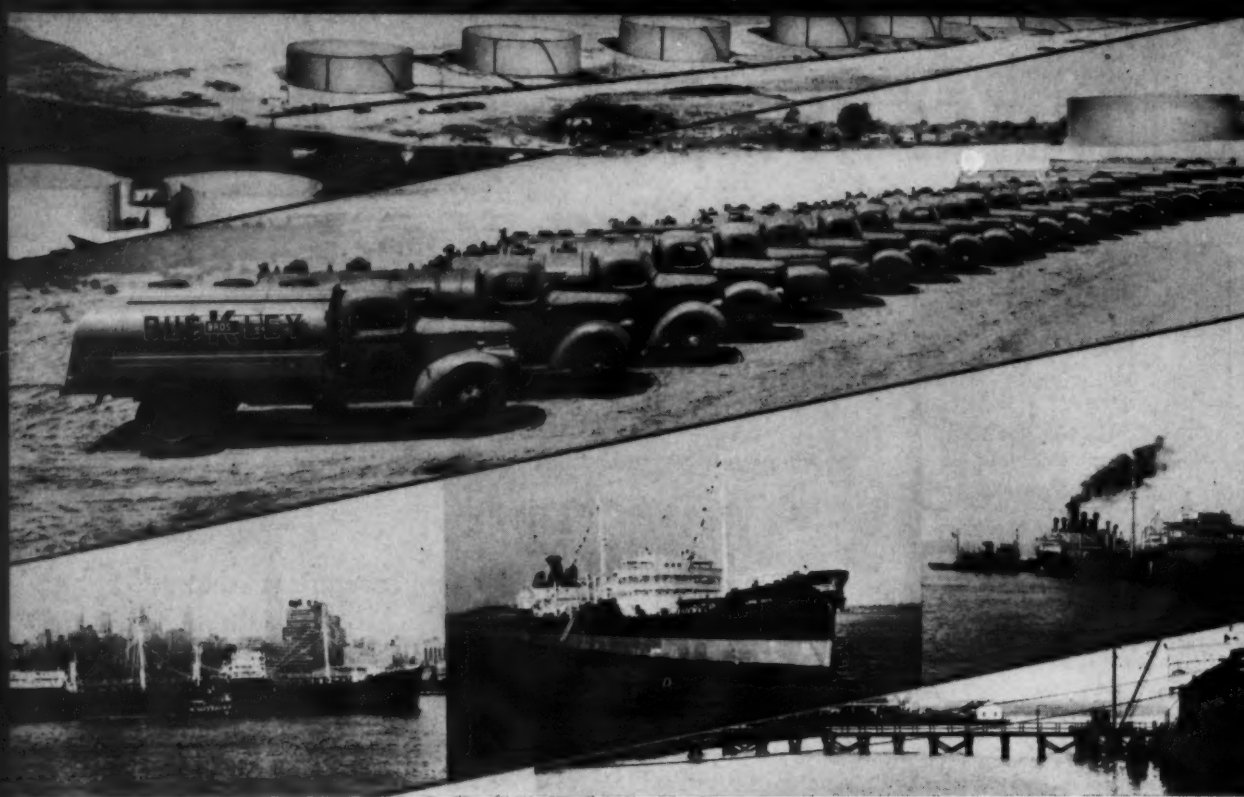
WORCESTER 8, MASS., 308 Main St., WOrcester 3-6000

JACKSON 10, MICH., 801 Reynolds Bldg., JACKson 3-3258

NEW YORK 19, N. Y., 258 West 57th St., COlumbus 5-4870

ST. LOUIS 8, MO., 4053 Lindell Blvd., LUcifer 4550

TOLEDO 4, OHIO, 2114 Ohio Bldg., GRandfield 8394



Every Facility to *Guarantee*  
Better Fuel Service . . .  
*Always at lower cost!*

Buckley Bros. 72 million gallon terminal at Bridgeport keeps your fuel costs down.

"Bunker C" or No. 6 industrial fuel oil, for example, is low in cost *provided handling is kept at a minimum*. Buckley "Bunker C" is priced lower because there is no extra cost for heating and handling at small storage yards. Our efficient fleet of trucks delivers

"Bunker C" to any plant in Connecticut promptly and economically.

This adds up to savings greater than you have ever believed possible.

Let us show you, without obligation, of course, just how much Buckley "Bunker C" will save *your* plant. Just write, wire—or phone us at Bridgeport 6-3541 today.

## NEW ENGLAND'S LARGEST PETROLEUM STORAGE TERMINAL

Look to

PETROLEUM  
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PRODUCTS

for Better Service - Lower Fuel

**Terminals at:**

BRIDGEPORT AND WATERBURY, CONN.

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